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AMS in Action

An Administrative
Letter for Employees



January 1982

MESSAGE FROM THE ADMINISTRATOR

Traditionally, the beginning of a new year is a time for a brief backward glance and a fresh look to the future.

In some respects, it has been a difficult year for Agricultural Marketing Service. We have been faced with several budget restrictions, a reduction in force for some of our colleagues and close public scrutiny and some criticism of certain of our marketing programs.

But it has also been a good year. Our budget reductions were not as severe as they might have been and we all had a chance to examine our programs and set new directions for them. We also

welcomed back the food quality people and programs from FSIS.

In the months I have been here, I have become impressed with the professionalism and dedication of AMS employees. You responded well during the always difficult time of transition for a new administration. You understood the need for a change in thrust for some of our programs, and your cooperation was essential.

And endured with good nature the confusion surrounding the half-day furlough. I am confident that it will not happen again.

We will be facing additional challenges in the year ahead. Examination of the marketing order

program will continue, involving both fruits and vegetables and milk, and all of our regulations will continue under close scrutiny. We can expect to continue to operate under tight budgets, and must take every opportunity to do a better job at less cost.

I fully anticipate your cooperation will continue. I plan to meet with more of you as I travel in the areas of your field offices, because that's where it all happens.

I trust you enjoyed the holidays, and are ready to continue the new beginning we embarked on last year.

□

HERB FOREST, "MR. DAIRY," RETIRES

by Warren Sawall

"Mr. Dairy" is saying good-bye—and the process is taking a lot of time because he has so many friends and admirers.

"Mr. Dairy" is known formally as Herbert L. Forest, director, Dairy Division, AMS, USDA. That's the title he has held since 1953.

Forest, who will retire soon, has been a USDA employee since 1934. He graduated from the University of Massachusetts and did graduate work at Harvard.

Since his retirement announcement, Forest has been honored on several occasions by different state and national dairy organizations. Another major event honor-

(cont'd on page 2)



Herb Forest and Margaret Marshall, associates since 1944, appropriately toast one another's retirement with milk.

ing him is being held Jan. 6 under the joint sponsorship of USDA and the national dairy industry.

Of Forest, AMS Administrator Mildred Thymian says: "Change is both inevitable and trying. Herb Forest has made his extraordinary mark over 47 years by solving complicated changes in the American dairy industry. USDA is hardpressed to replace him."

Margaret Marshall, Forest's secretary since 1944, says: "Mr. Forest has always made me feel that I worked with him, not for him. I admire his ability, integrity, dedication and humaneness. His door is always open to any employee or industry person who wishes to see him."

Forest prefers to talk about the team effort involved in his career: "Milk marketing is complex, its regulation complicated. The program has been criticized, but never its administration. It has taken competence, dedication and a determination to work to-

gether to have the order system command the respect it enjoys from all elements of the industry."

Forest, whose strong feelings about and dedication to public service are legend, will be honored by the establishment of a scholarship fund for agricultural students at the University of Massachusetts. The fund is being initiated by friends in the dairy industry and by associates.

Forest earned the "Mr. Dairy" sobriquet by playing a key role in the 1930s and 40s in pioneering in the administration of federal legislation that created order out of chaos and stabilized the dairy industry. He has honed a basic program—the federal marketing order system—to meet dramatic changes in the dairy industry structure, and to keep faith both with the nation's dairy farmers and the consumers who depend on a healthy supply of dairy products.

The organizations that have honored Forest since summer in-

clude: National Association of State Departments of Agriculture; New York State Dealers' Association; New York Department of Agriculture and Markets; Associated Milk Producers, Inc., Mid-States region; Dairyalea, Inc.; U.D.I.A., Ohio; Michigan Milk Producers; Milk Marketing, Inc.; Agri-Mark, Inc.; Milk Industry Foundation; International Association of Ice Cream Manufacturers; National Milk Producers Federation; and the 20 market administrators who serve under him.

Following retirement, Forest has announced his intentions to continue to play golf, collect real bow ties (a personal trademark—he must own several hundred) and join his wife, daughter and grandchildren for idylls at the Forest summer home on Cape Cod in his native New England.

Mr. and Mrs. Forest will continue their permanent residence in the Mount Vernon area of Northern Virginia.

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MARGARET MARSHALL LEAVES USDA

The boss is leaving and the top hand vows she will exit through the door before he does.

Margaret V. Marshall, a USDA employee since 1935 and secretary to Herbert L. Forest, director, AMS dairy division, is retiring soon as is Forest.

Marshall attended high school and business school in her native Petersburg, Va. She became Forest's secretary in 1944 and has held that position ever since. A luncheon in her honor is to be held in Washington, D.C., on Jan. 5.

Marshall expresses great pride not only in being Forest's secretary and personal assistant, but in assisting in opening milk

market order administrators' offices in 11 of the existing 48 markets. "There is always something new and intriguing going on in the dairy field," she says, "and my interest has not lagged over the years because Mr. Forest has always kept me involved in various aspects of the programs."

Forest's high regard for Ms. Marshall is evident in this statement: "Miss Marshall commands the respect and has the love and admiration of everyone who works with her. She is a loyal government worker who has devoted her professional life to serving the public. She strives for perfection in her own work, expects others to do the same, and has no time for those who don't."

Margaret Marshall says she will continue to reside in the Dis-

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trict of Columbia, but the gleam in her eye indicates an adventurous streak that will take her to other interesting places.

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February 1982

FOOD FOR MILITARY

by Patricia Lively, Processed Products Branch,
Fruit & Vegetable Division

Several AMS divisions are currently involved in a multi-agency program under which the traditional canned "C" rations used by the Department of Defense are being replaced. Fruit and Vegetable Division's, Processed Products Branch, Livestock, Meat, Grain and Seed Division and Poultry Division are coordinating the program. They are working with members of the Federal Grain Inspection Service to inspect Meals Ready-to-Eat (MRE) rations for the Department of Defense (DOD).

MRE rations include heat-stabilized (retort) pouches of meat products, vegetables, fruit and cakes and flexible packages
(cont'd on page 2)



Left to right: Bob Savage, Harold Rankin, Ray Greenfield and Pete Tancredi sample Meals Ready to Eat.

FOOD QUALITY ASSURANCE DIVISION

by William J. Franks, Jr., deputy director,
Food Quality Assurance Division

The Food Quality Assurance Division (FQAD) was formed in 1979 in order to manage the governmentwide food quality assurance program. The program's goal is to help the federal government purchase annually \$4 billion of food as efficiently, effectively and economically as possible. Aside from the U.S. Department of Agriculture, other federal agencies participating in the program include the Department of Defense, National Marine Fisheries Service of the Department of Commerce, Veterans Administration, Gen-

eral Services Administration, Food and Drug Administration, Bureau of Prisons, U.S. Coast Guard and the Office of Federal Procurement Policy in the Office of Management and Budget.

Until the formation of FQAD, each federal agency with responsibility for buying food managed its own specification program. The overlap and duplication among these agencies in quality assurance work produced a maze of complicated specifications. One effect of this was that food producers were discouraged from bidding on government contracts. While each agency still pays its own food bills, responsibility for managing specifications and coor-

dinating quality assurance work for food purchased by the federal government now rests with FQAD. In addition, food acceptance services for federal agencies, including DOD, are now provided by USDA and NMFS.

The variety of food products affected by the program is extensive. Some of these food items are very common, such as ground beef, sliced bacon, ready-to-cook chicken, canned peas, fresh apples, evaporated milk, bread and canned tuna. Some of the products are highly specialized items which DOD procures, such as Meals Ready-to-Eat components (new type of combat rations),

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Pat Lively shows Dr. Robert Miller the contents of Meals Ready to Eat.

FOOD FOR MILITARY

(cont'd from page 1)

of peanut butter, jelly, cheese, cookies, freeze-dried fruits, potatoes and meat patties.

An MRE is a lightweight, flat, flexibly packaged ration with a

wide variety of foods to be eaten by troops under combat conditions. The package fits easily into field clothing pockets, lightening the troop's load and offering greater convenience. A typical meal would be ham slices, freeze-dried peaches, orange nut cake,

cheese spread and cocoa beverage powder, plus accessory packets of coffee, candy, chewing gum and other items.

Ingredients for the rations are graded by meat, poultry and fruit and vegetable graders. AMS and Food Safety and Inspection Service personnel make sure the processing plants meet sanitation requirements. AMS Poultry, Dairy and Fruit and Vegetable Divisions and FGIS personnel are present during processing, inspect the finished products and certify that they meet DOD specifications.

Not only is the program noteworthy because it is revolutionizing the mass feeding of our troops, but it is the first program in which AMS, FGIS and FSIS have worked so closely cross-utilizing personnel. The result is an atmosphere of cooperation, mutual accomplishment and cost savings.

USDA activities on the MRE program are coordinated by a committee which works closely with DOD. Committee members are: Fruit and Vegetable Division—Patricia Lively, coordinator; Poultry Division—Ray Greenfield, Dan Duprey; Livestock, Meat, Grain and Seed Division—Gene Martin, Barry Carpenter.

Dairy Division—George Fry, Lyle Tweeten; Food Quality Assurance Division—Curtis Green; Federal Grain Inspection Service—Harold Rankin; Food Safety and Inspection Service—Peter Tancredi, James Swarts.

NUTRITIONALLY SPEAKING

by Edith Howard Hogan, special assistant to the administrator, AMS

Holiday time is also party time and, as a result, many of us face the New Year with a few extra pounds. Considering this cold weather, many may justify this extra weight as extra insulation,

but many also would like a safe and sure way to shed that holiday bonus.

Scientific data shows us that a weight loss of 2 pounds a week is not only safe, but also this steady loss will stay off. A more dramatic quick loss from fad diets usual-

ly results in an immediate, but not long term, weight loss.

Calories are the measure of the energy food provides. The extra calories that you get and your body does not use up are stored as fat. How many calories you need

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THE FOOD QUALITY ASSURANCE DIVISION

(cont'd from page 1)



Left to right: William J. Franks, Jr., deputy director; Joan Luck Russ, chief, Development and Coordination Branch; Marcia O. Gibney, chief, Quality Assurance Branch; John M. Wyatt, director.

flaked and formed beef steaks (dining facility item) and new tray-pack foods like Swedish meatballs with gravy (field service item for troop feeding).

Other major activities of FQAD include the following:

- Reviewing and approving all federal specifications and Commercial Item Descriptions for governmentwide

use. This approval authority is unique within the federal government and comes from a delegation of authority by the General Services Administration. Responsibility for ensuring the safety of these food items is vested in Food Safety and Inspection Service and FDA. At this point user agencies are responsible for

any special nutritional requirements. For example, if DOD is purchasing bread and wishes it to be enriched, this requirement would be incorporated as an option in a governmentwide food product description for bread.

- Ensuring that duplication and redundancy in food specifications are identified and eliminated to the extent possible.
- Helping ensure that federal agencies buy commercial products, using simplified specifications called Commercial Item Descriptions, whenever these products meet their needs.
- Ensuring that specifications are as simple as possible, practicable and will not cause restrictiveness to bid competition, and maintaining a complete and current inventory of all food specifications used by federal agencies.

To carry out these activities, FQAD currently has a staff of 23 people, most of whom are agricultural marketing specialists. Since March 1981, FQAD has been located in the new Skyline Center complex at Bailey's Crossroads, Virginia.

NUTRITIONALLY SPEAKING

(cont'd from page 2)

depends on how much energy you use up and this varies with individuals.

Be sure you check with your physician before you embark on any weight-control program. However, a simple plan of 1,200 calories a day usually will result in weight loss for a person who is moderately active. The sample menu below is based on the four food groups to provide nutrition balance.

It is important to choose your

calories for the "nutritional company" they keep—that is, choose foods which provide some vitamins, minerals and protein in addition to calories. There are a few hints to follow when dieting:

- Decrease foods high in sugar such as candies, soft drinks, jams, syrups, pies, cakes and pastries.
- Eliminate alcoholic drinks. Choose white wine if the social occasion dictates.
- Cut down on portion size.

- Cooking methods can help cut calories. Cook with little or no added fat (avoid deep-fried foods). Broil or roast meat and poultry on a rack and trim off all visible fat. Use these cooking methods for fish and if you prepare a stew, refrigerate it and then skim off the layer of fat from the surface and reheat.
- Count the drinks and nibbles you indulge in during social events as part of the total calories for a day.

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1200—CALORIE SAMPLE MENU

Breakfast

Orange juice—1/2 cup
Bran flakes with raisins—1/2 cup
Milk, whole—1/2 cup
Whole wheat toast—1 slice
Butter or margarine—1 teaspoon
Coffee/tea (black or with milk—no sugar)

Lunch (Sandwich)

Ham (lean)—2 ounces
Cheese (1 slice)—1 ounce
Lettuce, tomato slices (2)
Enriched bread—2 slices
Apple or orange—1 medium
Coffee/tea or diet cola

Dinner

Roast beef (lean and trimmed)—3 ounces
Baked potato—1 medium
Butter or margarine—1 teaspoon
Broccoli (steamed)—1/2 cup
Skim milk—1/2 cup
Coffee/tea

Snacks

Low-calorie cola or club soda
Cucumber slices
Carrot sticks (each 3 inches long) 3-4 pieces

*Next issue—"The Four Food Groups—What's In It For You."

Personnel Actions

ADMINISTRATIVE SERVICES DIVISION

Promotions

Janelle S. Williams, secretary-typist, Washington, D.C.

William L. Hamilton, communications specialist, Washington, D.C.

COTTON DIVISION

Reassignments

John J. Korbol, paralegal specialist, Market Research Division, to program analyst, Washington, D.C.

Resignations

Phyllis Minnick, secretary-typist, Corpus Christi, Texas.

Clarence Rogers, cotton marketing specialist, Clemson, S.C.

FOOD QUALITY ASSURANCE DIVISION

Transfers

Jamshyd G. Rasekh, quality assurance specialist, from Falls Church, Va., to Meat and Poultry Inspection, Washington, D.C.

Retirements

Donald R. Burton, agricultural marketing specialist, Falls Church, Va.

FRUIT & VEGETABLE DIVISION—PROCESSED PRODUCTS BRANCH

Promotions

Sandra Gardei, agricultural commodity grader, San Jose, Calif.

Donald Aguilar, agricultural commodity grader, San Jose, Calif.

Joan Straight, clerk-typist, Fresno, Calif.

Mary Aucutt, clerk-typist, Stockton, Calif.

Lynne Buckner, agricultural commodity grader, San Jose, Calif.

Clifford Halverson, agricultural commodity grader, Stockton, Calif.

Douglas Kalk, agricultural commodity grader, San Jose, Calif.

Resignations

Melinda Witt, clerk-typist, Stockton, Calif.

Christopher Steggal, agricultural commodity grader, Fresno, Calif.

Retirements

John P. Hanson, supervisory agricultural commodity grader, San Jose, Calif.

Welcomes

John Lindberg, intermittent agricultural commodity grader, San Jose, Calif.

Deaths

Robert M. Musante, agricultural commodity grader, died December 8, 1981. Mr. Musante became an inspector with the branch on June 4, 1951, and his expertise will be missed by all.

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MARCH 1982

MEAT GRADING AND CERTIFICATION TRAINING COMES INTO ITS PRIME



USDA training instructor, Ron Carpenter, conducts lecture on beef cuts using actual samples

by Dan Willis,
administrative staff
assistant, Meat Grading
and Certification Branch,
LMGS Division

In 1981 the 496 employees that make up Meat Grading and Certification Branch, Livestock, Meat, Grain and Seed Division, officially graded over 12.5 billion pounds of beef, veal and calf, lamb, yearling mutton and mutton. Meat graders also certified about 1.7 billion pounds of meat and meat products for compliance with various contract specifications.

That they were able to meet this challenge is the result of carefully selecting well-qualified individuals with college level education and/or experience, then training them in one of USDA's most intensive combinations of classroom instruction and on-the-job training and development programs.

Before 1978, new meat graders underwent a 3-week training course at Ohio State University, Columbus, Ohio, followed by extensive on-the-job training in their first field assignments. The

(con't on page 2)

MEAT GRADING AND CERTIFICATION TRAINING COMES INTO ITS PRIME

(con't from page 1)

emphasis was on practical experience rather than classroom instruction.

Also in 1978 the Department of Agriculture assumed responsibility for the certification of meat products procured by the Department of Defense (DOD). Undertaking this tremendous additional volume of certification work created a critical workforce shortage and a need to develop many new employees into competent technicians in a very short period of time.

The Meat Grading and Certification Branch developed a graduate-level training course tailored specifically to prepare trainees for their functions as meat graders. This intensive 11-week training curriculum, which included classroom instruction and practical exercises in meat science, microbiology and biometrics as they apply to a meat grader's duties, was first conducted at California State University (CSU), Chico, Calif. Under the contract with CSU, 250 employees successfully completed these courses between April 1978 and September 1980.

In October 1980 the contract to provide meat grading training was awarded to Mississippi State University (MSU), Starkville, Miss. The

MESSAGE FROM THE ADMINISTRATOR

The reaction by industry to the guidelines for marketing orders announced recently by Secretary Block has been positive.

Industry knows Secretary Block is very supportive with respect to marketing orders. And other sectors of the government and the public have a better appreciation of the value of the marketing order program.

The responsibility is now ours in AMS to help industry meet those guidelines on an order-by-order basis.

The marketing order program has been under critical review both inside and outside the department. Some questioned the rationale for the program and others the ability of AMS to deal effectively with affected industries.

When I arrived in 1981, there were a few things that needed to be done before coming to grips with the problem.

First we had to develop a solid relationship with the industry. If this is done responsibly, then when problems come up we know with whom to deal to meet the problems in a forthright manner.

In my frequent contacts with industry and AMS field staff, every effort was made to assess the depth and breadth of the issues.

The guidelines are meant to emphasize the efficient provisions of the marketing orders while restricting those that may have the potential of encouraging inefficiencies.

AMS will work within these guidelines and help make a workable, self-help marketing program even better. The earlier efforts to establish a common ground of understanding with industry will make it possible to work more effectively and efficiently.

by Mildred Thymian
Administrator, AMS

first class at MSU graduated in September 1981 and a second trainee class of 27 is currently in progress. Recently, the program has been expanded to include special training courses for new supervisors. Similarly, refresher courses designed to enhance technical competence are provided to meat graders.

Since its

reorganization in 1978, the training program has undergone continuous evolution and refinement to provide the most effective training at the lowest possible cost. The program has been successful in meeting the dynamic needs of the technical staff in an ever changing and increasingly complex industry.

AMS EMPLOYEES AFFECTED BY CHANGE IN HEALTH PLANS

by Stan Levin, public
information specialist,
AMS Information Division

What began as an attempt to keep insurance payments reasonable for federal employees has resulted in a system that could lead to hardship in a time of medical and financial need. Changes in coverage for nearly all health plans went into effect Jan. 1, and the new rates began Jan. 10. Employees saw larger health benefit deductions from paychecks for the first pay period of the year. Locked into insurance plans which may have inflated in cost by as much as 40 percent, employees have no choice but to pay the increase and endure the reduced coverage, drop their federal insurance until next "open season," or contract insurance privately. "Because of inflation in health care costs to taxpayers and employees, we had to find a way to keep the premiums down," explained Ed Shell, a public information official with Office of Personnel Management (OPM). When the 126 insurance carriers that participate in the Federal Employees Health Benefit Program (FEHBP) submitted their increased payment schedules in early September 1981, OPM Director Donald J. Devine rejected them. In order

to hold rates down, Devine asked the companies to consider benefit reductions and give them 3 weeks to submit alternative plans, said Shell.

But the October proposals were also rejected. The amount Congress had appropriated for insurance for retirees was insufficient to cover the new insurance rates. Devine requested a 6.5-percent level of benefit reduction across the board, affecting coverage for both retirees and employees.

The court rulings that followed upheld the OPM decision to live within the budget in what has become the biggest controversy in the 21-year FEHBP history.

Open season, a November tradition, has been held in abeyance until the outcome of public hearings by OPM Feb. 22 and 23. The restriction on publication printing was cited as one of the reasons for the delay. Ordinarily, there is a 5-percent turnover in policies during open season. However, this year, because of the inflation of some of the rates, changeovers are expected to be more extensive. If the public hearings succeed as scheduled, there will be an open season in May, according to a Feb. 9 OPM press release.

AMS Employee Relations Specialist Janice Lohr said, "The changes in policies are too numerous to mention. Most of the carriers have increased their rates and reduced benefits. Many of the changes have resulted in increased out-of-pocket expenses to employees. For example, Blue Cross-Blue Shield high option now will carry a \$25 per day copayment for the first 10 days of a hospital stay; \$30 per day for low option. Before the first of the year there was no copayment charge on hospital stays.

"Aetna has raised the high option deductible from \$75 to \$200. Government Employee Hospital Association (GEHA) increased the deductible from \$80 to \$200 and now will cover 80 percent after deductible, as opposed to 95 percent of covered out-of-hospital expenses as they had in the past.

"These are just some of the examples. For more details, employees can check AMS/FGIS Notice 82-7, distributed to all divisions and offices," Lohr added.

Lohr thinks Group Health, a comprehensive medical plan available in the Washington metropolitan area, is the first carrier to offer its clients an additional policy to increase coverage and benefits aside from the present government plan.

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The auxiliary plan will have an additional cost, and must be contracted directly with Group Health.

Other policies exist to provide income during hospitalization or to extend coverage, but it is the responsibility of the individual employee to research, contract and subsequently pay for them in addition to present insurance deductions.

Lohr said the suggestions covered in the FEHB brochure (Standard Form No. 2809-A, available from OPM) are still valid for keeping the cost of insurance in line: discuss fees with your doctor, in advance if possible; check your doctor and hospital bills for accuracy; keep complete and accurate records of your medical expenses and know your plan's benefits and claim procedures in order to keep down their administrative costs.

Both Shell and Lohr noted that, to their knowledge, the private sector has yet to be affected by insurance inflation. However, it appears inevitable. An article in the business section of The Washington Post (Feb. 8) covered the future cost of insurance coverage for those in private industry quoting increases which match or exceed those government employees will bear.

Another area of concern to many AMS employees is the recent change in health

insurance regulations which require employees entering nonpay status to pay the cost of their health insurance coverage. As stated in an employee memorandum from personnel official John W. Fossum: Group I employees (defined as seasonal, oncall, work-study program employees and others who are regularly placed in nonpay status as a condition of employment), to continue health insurance coverage must pay both employees and agency contributions for any pay period where salary is insufficient to cover the full employee share on or after Jan. 10; this includes seasonal tobacco graders and some fruit and vegetable graders; Group II (all other types of employees who enter nonpay status) receive free coverage through the end of the pay period which includes the 30th day of nonpay status. Group II employees must pay the employee contribution to continue coverage beyond that point. This group includes women who may go in nonpay status for maternity reasons, employees who are approved for extended leave without pay (LWOP) to attend school or others on LWOP.

OPM explains that benefit reductions are a way of keeping prices down. Perhaps a more judicious use of insurance can provide

adequate protection without incurring the expense of supplementary health plans. In any case, federal employees must adjust to, evaluate and live with the new provisions.

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APRIL 1982

SECRETARY BLOCK GOES TO LUNCH

by Frank Johnson, public
information specialist,
Information Division

If you had picked the right day and time to walk by USDA's test kitchen your nose may have been aroused by the aromatic smell of chicken pot pie, turkey, biscuits, barbecued meatballs and other foods. Likewise, your ears would have picked up the sounds of "ooh's and ahh's" coming from behind the doors.

The occasion for the aromatic smells and "ooh's and ahh's" was an opportunity for Secretary of Agriculture John R. Block and others to find out firsthand about the foods that AMS purchases for distribution through institutions, schools and other domestic feeding programs.

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Secretary Block samples some of the processed fruits and vegetables. Eddie Kimbrell, associate deputy administrator for marketing program operations, explains why certain foods are purchased. To Secretary Block's right is Mary Jarret, assistant secretary for Food and Consumer Services.

WILLIAMSON NOW STAFF ECONOMIST

by Warren Sawall, public
information specialist,
Information Division

J. C. Williamson, Jr. is now the new AMS staff economist, succeeding Richard Heifner who has returned to Economic Research Service after more than two years with AMS.



Williamson, a Marine veteran of World War II, received his undergraduate and Master's degrees in agricultural economics from North Carolina State University. He comes to AMS from Packers and Stockyards Administration where he served as director of the Industry Analysis staff. He has been a member of

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MESSAGE FROM THE ADMINISTRATOR

ECONOMIST

(cont. from page 1)

During this period of fiscal restraint, much has been said about doing a better job with less. Those are just so many hollow words unless we can put our money-saving ideas into action.

That's what happened for Jack Alexander and Tom Newbraugh of AMS' Administrative Services Division when they masterminded a team effort to begin a pilot program involving the commercial leasing of cars and trucks.

I presented them with certificates of merit and cash awards for their efforts. Obviously, as taxpayers, we should be happy to hear about federal dollars being better spent. As civil servants we also should be happy about any idea that provides more breathing room within our tight budgets.

The commercial leasing program was just such an idea. Under this two-year departmental pilot project, originating in AMS, this agency and a number of other USDA agencies now lease fully-equipped vehicles through the Hertz Corp. During FY 1981, savings amounted to some \$637,000 and 263,000 gallons of fuel which would have been used to pay for and power privately owned vehicles. Savings for this year are expected to remain in the six-figure bracket. But beyond the savings, there's the additional

benefit of having all the vehicles replaced with new models after one or two years.

The idea has been so catching that the General Services Administration has modeled its own leasing contract package after the AMS version. With this leasing concept, GSA will now be able to provide cars and trucks without having to spend large lump sums for purchasing vehicles. The plan fits very nicely with the administration's philosophy to direct the maximum amount of tax dollars into private industry.

Alexander and Newbraugh hit on an idea whose time had come. And it serves as a good example, something we all should aim at as we give meaning to the phrase: Doing a better job with less.

by Mildred Thymian,
Administrator, AMS

the research and extension faculty in agricultural economics and is now director of agricultural research at his alma mater. Of his new AMS position Williamson says, "AMS programs have important effects on domestic and international markets for U.S. agricultural products. Today there is intense interest in the economic impact of such programs, including the nature and distribution of benefits of costs. It is an interesting time to be AMS staff economist."

Williamson has received numerous awards for his professional work. His professional writings have been widely published.

He is married to Sallie Joe Gurganus, and both are natives of Bethel, N.C. They have two sons, J. Claude III and Joe L., both of whom graduated from college during the 1970s and are in professional careers.



Hawkins, Newbraugh, Alexander and Administrator Thymian

SECRETARY BLOCK

(cont. from page 1)

About 100 persons, including the Secretary, tasted samples of a virtual smorgasborg of foods including poultry and poultry products, meats, processed fresh fruits and vegetables, cheeses, fruit and tomato juice. The taste-testing session was coordinated by Betsy Crosby, a home economist in the Poultry Standardization Branch of AMS' Poultry Division.

"We thought it would be

an excellent opportunity for Secretary Block to taste some of the foods," she says. "Quite often, he's asked about these foods, and there's nothing like a firsthand knowledge of the quality of the foods purchased by the Department."

The quality of all the foods USDA buys is at least as good as that of the commercial products and often is better. The food is purchased for distribution through programs of the Food and Nutrition Service including the supplemental food program for women, infants and children (WIC), the national school lunch and breakfast programs and nutrition programs for the elderly.

The law authorizing food purchases has been used primarily to remove temporary surpluses of perishable products that are in such supply that the purchases are utilized to help schools and other institutions meet the nutritional requirements of the program.

ECONOMICALLY SPEAKING

by Georgia Stevens
Neruda, AMS industry and
consumer affairs advisor

Becoming a better shopper is not easy, but certainly is well worth the time and effort. Supermarkets stock at least 10,000 items. That means that we have

considerable choice about what to buy. We consumers are also fortunate in having a number of facts available as we make shopping decisions.

For example, knowing the cost per serving when purchasing meat can save you money. Cost per serving is the figure that really counts when adding up the total food budget. The cost per serving is very important when you consider the number of mouths you have to feed. If there are only two to feed, a difference of 50 cents to 75 cents a serving is not as critical as when there are six to feed.

The basic computation for cost per serving is: Price per pound divided by number of servings per pound equals cost per serving is.

The amounts of bone and fat a cut of meat contains help to determine the number of 3- to 3-1/2- ounce servings of cooked meat that a pound of meat will provide. In general you can count on:

4 servings per pound for boneless meat such as stew beef, flank, tenderloin, liver, ground beef, frankfurters, sliced luncheon meat, canned chicken, frozen breaded fish portions, tuna, fresh or frozen fish fillets.

2-3 servings per pound for meat with medium amounts of bone such as ham slices, steaks, rib roasts,

(cont. on page 5)



H. Connor Kennett, Poultry Division director, tells Secretary Block that turkey is only one of several poultry products that AMS purchases for distribution through various programs. Kimbrell looks on.

TOBACCO DIVISION: "OUR PRODUCT IS SERVICE"

by Doug Martinez, public
information specialist,
Information Division

Ask an average American what's wrong with Washington's federal establishment and you might hear: "...They're too far away from us...they don't know what our life is like...they can't relate."

Listen to what J. T. "Tommy" Bunn, Tobacco Division director, has to say (in his North Carolina drawl) and then decide. Is Tommy Bunn more, or less, like the typical government worker considered to be remote from the citizens he or she serves?

"Service...that's our product. Service that is effective, uniform and that meets the industry need for grading and inspection of their product--tobacco," Bunn says, settling his tall, rangy figure over a hot bowl of chili in a small restaurant near the capital's downtown area.

He's just walked a brisk six blocks in Washington's wintry weather with a fellow employee, just for the chili offered by this small, intimate eatery that has a 100-year-old mahogany bar.

"Let's get down to some serious eating," Bunn says. Between bites of crisp crackers and the fortifying chili, Bunn talks about how his life and tobacco have been

TOBACCO MARKETS



Acting director of AMS' Tobacco Division, J.T. (Tommy) Bunn, displays tobacco leaves graded by AMS inspectors. Behind him is map of traditional tobacco belt.

tied together for a long time, ever since, well...

"I grew up on a tobacco farm; my whole family were tobacco farmers," Bunn says. And as he was growing up (to a full 6' 2") to become "a professional tobacco farmer for 4 years" after graduating from North Carolina State College with a degree in ag business and then a "tobacco marketing specialist for 9 years" with the state of North Carolina, tobacco was growing up too. "It's now a \$50 billion-a-year industry nationwide," says Bunn, who was in charge of all tobacco marketing activities for the state. "And it's

North Carolina's biggest cash crop."

Since assuming the job of acting director in December, Bunn has headed the effort to give tobacco producers "effective, efficient grading service" which in turn helps them sell their product, now graded for quality by an agency of the U.S. government, for the highest possible price. This operation is managed from the Washington office through regional offices in Lexington, Ky., and Raleigh, N.C. He oversees a force of 300 graders, who work about

(cont. on page 5)

ECONOMICALLY SPEAKING

(cont. from page 3)

chuck, chops, loin and roasts, chicken breasts, turkey legs, fresh or frozen whole fish.

1-2 servings per pound for meats with large amounts of bone such as shoulder cuts, short ribs, whole poultry.

Food prices continue to change, but the following comparisons between various cuts of meat help to illustrate what cost

per serving can mean when figuring the total meat cost. Chicken livers, beef liver, stew beef, fish sticks in batter, beef patty blend with soy protein and regular hamburger averaged 25 cents to 45 cents per serving. Whole chicken, lean hamburger, smoked shoulder picnic and beef chuck blade roast specially priced amounted to 45 cents to 55 cents per serving. Pork loin sirloin roast and smoked ham rump half roast cost

55 cents to 70 cents per serving. Beef rib roast, beef top round steak, and beef ribeye steak averaged more than \$1.20 per serving.

Remember to look at the total price of the meal as you figure cost per serving. You will probably find that when you select a more expensive meat cut you may want to do more comparison shopping on the vegetables and other side dishes to accompany the meal.

TOBACCO DIVISION: "OUR PRODUCT IS SERVICE"

(cont. from page 4)

7 months each year inspecting the seasonal tobacco crop, and about 50 full-time support staff. Most of these graders fan out from southern Virginia to northern Florida in the summer and early fall, moving on to the burley region which includes Kentucky and bordering areas late fall and winter. A few work outside the traditional tobacco belt in the northern states of Massachusetts, Connecticut, and Wisconsin, and in Puerto Rico.

"I want us to do things better, to tailor our service to the changing needs of the tobacco industry," says Bunn.

And how does he find out about new needs?

"I know a lot of tobacco people and they've never been bashful about giving me advice," he laughs. "I'm frequently accused of being wrong, but never insensitive."

Actually, it would be pretty hard to turn a deaf ear to tobacco producers: "My brother is a tobacco farmer, and I get direct feedback--positive and negative--when I talk to him, and I talk to him a lot."

And then there's his wife, Doris Barefoot. She's from a tobacco-growing family in Johnson County (he's from Zebulon in nearby Wake County) and just sitting

down to dinner can't help but remind him of his roots.

And maybe some time his children, Brian, 10, and Juliana, 4, will get a taste of the life of a tobacco producer. He harbors the dream, he says, of someday retiring from his civil service career to engage in--you guessed it--tobacco farming.

His companion nods thoughtfully, and, finishing his chili, compliments Bunn on his choice of restaurants.

"That was some really good chili," he says.

"The best," Bunn smiles.

PERSONNEL ACTIONS

POULTRY DIVISION

Welcomes

Edward P. Bengston,
clerk-typist, Gastonia,
N.C.

Chloe E. Oliver,
part-time clerk, Seattle,
Wash.

Gary L. Peabody, market
news reporter, Chicago,
Ill.

Richard L. Powers,
agricultural commodity
grader, Denver, Colo.

Reassignments

Larry L. Jentsch,
agricultural commodity
grader, Marshall, Minn.,
to Humboldt, Iowa

Donald Knuth,
agricultural commodity
grader, Humboldt, Iowa to
Ellsworth, Iowa

Elaine Long,
clerk-typist, Kansas
City, Mo.

Promotions-Reassignments

Julie Schnier,
agricultural commodity
grader, Wabash, Ind., to
Manchester, Ind.

Promotions

Barbara A. Hutchinson,
secretary-steno, Office
of Director, Washington,
D.C.

Loraine Dyches,
administrative officer,
Modesto, Calif.

William Nazarenko,
Sr., supervisory
inspector, Des Moines,
Iowa

Corinne S. Olivares,
administrative assistant,
Des Moines, Iowa

Elaine Reese,
secretary, Washington,
D.C.

David E. Spital,
poultry marketing
specialist, Washington,
D.C.
Agricultural Commodity
Graders
Gerald Brewster, Midway,
Ky., Jose A. Castillo,
Lancaster, Pa., James R.
Fondon, Reeseville, Wis.,
Paula Kratzer,
Huntingburg, Ind., Steven
W. Lewis, Pittsburg,
Tex., Robert C. Louks,
Lake Mills, Wis., Victor
Matos, Dubois, Ind.
Katherine Finley,
Lakeside, Calif.
Deborah Kuster, Las
Cruces, N. Mex.
Elden C. Yohe, N.
Manchester, Ind.
Brenda Travis, Modesto,
Calif.

Moses Woodruff, Jr.,
Calmar, Iowa, Barbara
Wright, Modesto,
Calif., Paul L. Morgan,
Wakefield, Neb., Ivor
Raygins, Enterprise,
Ala., Thomas P. Reich,
Boyden, Iowa, Bobbie J.
Thompson, Weimar, Tex.,
Q. T. Triplett,
Chatanooga, Tenn., Dennis
D. Vachon, Fitchville,
Conn., Katheryn Von
Geldern, Gilroy, Calif.

TOBACCO DIVISION

Awards

Special Achievement Award

Nadine W. Bryant, for
sustained exceptional
proficiency and special
assistance in the per-
formance of duties and
related activities in the
Lexington, Ky., regional
office

Promotions

Barbara A. Hutchinson,
secretary-steno, Office
of Director, Washington,
D.C.

Agricultural Commodity Graders - Lexington, Ky.

Guerney T. Cummins
Jessie L. Adams
William B. Wheeler
Timothy A. Trimble
Glen A. Carpenter
William B. Kinnaird
Hense A. West
Hillis D. Stone
James H. Batterton
Henry L. Morrison
James F. Phillips
Wayne H. Dunn
Franklin K. Fink
Frenchie R. Poynter
A. Glenn Jackson
Richard Mattingly, Jr.
Russell R. Hatchett
Amos Prather
Larry T. Perraut, Sr.
W. Paul Ferrell
Stephen P. Dickinson
Delmer T. Lawrence
Bobby A. Richardson

Resignations

Randall B. Newsome,
Raleigh, N.C.

AMS in ACTION

Mildred Thymian
AMS Administrator

Doris Anderson
Editor

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AMS in Action

An Administrative
Letter for Employees



MAY 1982

THE FLAVOR OF FEDERAL WORK

by Doug Martinez,
Information Division

It's a ritual reenacted each morning in the Fruit and Vegetable Division. Four processed products inspectors—Steve Rayner, Leon Cary, Harold Machias and Shirley Wright—sit at a round table on which are arranged several samples of a beverage. Taking turns, they inhale the "bouquet" or fragrance, and then using a special spoon, taste a small amount of the beverage sample for flavor.

Wine-tasting in the basement of the south agriculture building in Washington, D.C.?

Well, no. Actually, the inspectors are testing coffee—6,637 samples in fiscal 1981, including a limited amount of tea.

Based on the decisions of the professional coffee tasters, AMS approves or rejects coffee destined for the military, veterans' hospitals and state governments. Those sending samples to AMS for testing pay a fee for the service.

(cont. on page 3)



Rayner conducting his morning ritual of sampling coffee.

ON-THE-MOVE OUT WEST

by Frank Johnson,
Information Division

When Chuck Johnson isn't representing the U.S. Department of Agriculture at conferences and seminars in southern California, you'll find him on the road visiting 1 of 24 shell egg and poultry plants under his jurisdiction.

As an assistant federal-state grading supervisor for the Poultry Division, he makes sure plants using USDA's grading services are in compliance with requirements. People like Chuck and other graders working under his supervision assure that the grade-labeled poultry and eggs you buy at the market meet official standards of the voluntary grading programs.

Chuck is one of two assistant supervisors in California. His territory includes the entire southern half of California.

We managed to catch him still for a moment in San Diego, Calif., at a recent meeting of the Pacific Egg and Poultry Association. Manning exhibit booths, Chuck says, provides him the

(cont. on page 3)

IT'S NEVER TOO LATE

by Doug Martinez,
Information Division

What does it take to return to school after an absence of 7 years and earn your G.E.D. (high school equivalency) certificate?

It doesn't take much--if you're Wanda McCall, that is. For Wanda is as determined an individual as you're likely to meet anywhere in AMS.

A supervising file clerk in the Fruit and Vegetable Division's Regulatory Branch, Wanda didn't let her responsibilities as a full-time employee since 1975 and housewife and homemaker stand in the way of getting her education.

"I dropped out of high school when I was 17," says the 31-year-old, who began taking classes at the USDA Graduate School seven years ago to prepare for the G.E.D. test. "It may take me a while to get there, but I won't give up."

It did take a while, but Wanda kept trying, taking the preparation classes and the G.E.D. test several times before successfully passing the test late last year.

"I was determined and I didn't get fed up," said Wanda, who received her high school equivalency certificate just recently.

Her attitude toward life mirrors her attitude toward work as well.



Wanda McCall, a recent G.E.D. course graduate, checks over her work.

"Whatever the position, I try my best to do the job," she said. "I try to see that the work is done, and I really try to get the work done right."

And what's on the horizon?

"This certificate and education opened up more opportunities for me to make a greater contribution," she said. "And I want to go to college to study business, data processing and bookkeeping."

"After all, it's never too late."

PROGRAM ROUNDUP

by Dale May, deputy
director, Information
Division

Dairy Programs

Spotlighted -- Short-term and longer-term reviews of dairy programs are under way, including the milk marketing order program that AMS administers. The short-range review is being carried out by a USDA task force that Secretary Block appointed to look into possible ways of getting the dairy surplus problem under control. The panel, headed by J. Dawson Ahalt, deputy assistant secretary for economics, has been reviewing suggestions made at a public symposium that USDA held during March in Kansas City, and is recommending actions that will bring supply and demand into better balance. The secretary said at a news conference late in March that he expects to recommend a plan to Congress in May. Another task force, headed by George Hoffman, acting deputy administrator of the Economic Research Service, is carrying out a review that will be a basis for longer-term decision making on dairy programs. Congress called for this study in passing the Agriculture and Food Act of 1981 and set a Dec. 31 date for completion. J. C. Williamson, AMS staff economist, and Joel Blum,

(cont. on page 4)

ON-THE-MOVE OUT WEST

(cont. from page 1)

opportunity to meet people and exchange ideas.

"It's amazing what you learn by just talking to people," he says. "A relaxed atmosphere provides the right situation to learn what's going on away from the pressures of doing your job."

Chuck has been working in some area of the poultry industry since he was 15.

"It started out as a part-time job when I began working at an egg plant within walking distance of high school," says Chuck. "But one thing led to another, and I stayed there 5 years before leaving to become a processing manager at an egg plant in Ontario, California."

In 1972, Chuck went to work for the state of California as an egg and poultry quality control inspector. He was there 5 years before becoming a



Chuck manning USDA booth at the annual convention of the Pacific Egg and Poultry Association.

state district supervisor in southern California.

"When state operations were transferred to the federal government, I went with USDA, and I've been with the department ever since," Chuck says. "It's been an enjoyable job that's hard to get away from."

When asked what he liked best about his job, Chuck immediately said,

"teaching others."

Chuck says, "I enjoy training people and seeing them mature with the job. We've got some excellent graders working at the plants—doing an excellent job."

He adds, "I don't know what I'll be doing in the year 2000, but what I'm doing now will benefit both industry and the general public for years to come."

THE FLAVOR OF FEDERAL WORK

(cont. from page 1)

What do the inspectors look for as they "cup-test" the freshly made coffee (some of it freshly roasted and ground from the beans right in the F&V lab) and then slurp a spoonful into their mouths so that it touches all the taste buds before they expectorate it into a spittoon?

What they are

concerned about could come right out of a commercial celebrating the virtues of Colombian or Brazilian coffee or any of the many other varieties of coffee from around the world.

How about a hearty aroma? And a fresh, full-bodied flavor.

What they don't want to find are those telltale signs of poor coffee—sour, bitter or weak flavor.

Rayner, an agricultural commodity

grader in charge of the F&V lab, supervises the rigorous ritual of coffee tasting covering many varieties and blends of coffee. He oversees the exacting, precise nature of the work shared by inspectors Cary, Machias and Wright on the thousands of samples received each year.

And even though the panelists taste many samples a day, Rayner says, "we never tire of the taste of coffee."

PROGRAM ROUNDUP

(cont. from page 2)

deputy director of the Dairy Division, are advisors to the task force.

Produce Industry

Cautioned -- Amid reports that some produce firms are buying and selling or repacking imported produce in misbranded containers, AMS has stepped up its program to spot-check for misbranding. Recent checks have turned up evidence that imported produce is being marketed in containers marked "Produce of U.S.A.," "Idaho Potatoes" and other misleading markings that indicate the produce was grown in the United States. Under the Perishable Agricultural Commodities Act, incorrect markings as to origin of the produce is misrepresentation, an unfair trade practice.

Pecan Marketing Order

Suggested -- AMS has asked pecan growers, shellers and the public to submit comments on a suggestion from a pecan growers' organization to establish a marketing order for pecans grown in 16 states. Eventually, a public hearing could be held on a proposed order that would be based on the grower organization's plan, alternative suggestions made or a combination of these. The suggested order would authorize marketing research and promotion activity to encourage greater purchases and use of pecans.

Bill Would End Crop

Orders -- At the same time that some agricultural industries are showing interest in making greater use of marketing orders, a bill that Rep. Bob Shamansky of Ohio introduced in February would remove the enabling authority for fruit, vegetable and specialty crop orders. Meanwhile, marketing order committees, with AMS help, are implementing crop marketing order guidelines that Secretary Block issued in January. Each commodity industry is given the opportunity to recommend how the guidelines can be applied to fit its own individual marketing order so desired objectives are achieved. A back-grounder, "New Guidelines for Crop Marketing Orders" (April 22) is available from AMS Information Division-- (202) 447-7587.

Beef Comments Pour In --

On March 31, the public comment period on the proposed change in beef grades ended, with about 3,900 comments logged in. Now AMS meat standardization specialists are analyzing these comments and testimony from the five hearing sessions held in February. A decision isn't expected until fall. A backgrounder, "USDA Proposal to Revise Beef Grade Standards" (April 22), available from AMS Information Division-- (202) 447-7587 --explains the proposal and what led to it.

Egg Bills in Hopper --

Bills to give the secretary of agriculture more discretion under the Egg Products Inspection Act have been introduced by Sen. Helms (N.C.) and Rep. Wampler (Va.). Amendments to the act would reduce inspection visits to egg packing plants from four to one a year, and the secretary would have more flexibility in defining what is "continuous" inspection in egg processing plants. But inspection of egg-breaking operations would remain as it is now.

AMS in ACTION

Doris Anderson
Editor

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AMS in Action

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JUNE 1982

THE BUDGET PROCESS: DUELING FOR DOLLARS

by Stan Levine,
Information Division

From inception to execution, a budget is a compromise among Congress, federal agencies, the people and industry. AMS, primarily a service organization, is salary intensive. Deletion of dollars from the budget often means deletion of personnel.

Joseph Roeder, deputy director of AMS' Financial Management Division, breaks the budgeting process into three phases--formulation, presentation and execution. In brief, the formulation phase covers all the planning activity within the agency, the presentation phase takes the budget to Capitol Hill for ultimate acceptance and the execution phase takes care of spending the money that Congress has appropriated.

The budget odyssey, for any agency, begins after the Office of Management and Budget targets have been translated into agency guidelines. For this year and the immediate future fiscal years, guidelines usually mean cuts. All programs are examined for expendability or cost reduction. In AMS a diminished tax-supported budget has been augmented by user fees;

if a program is to exist, it must be paid for in some fashion, either by the tax-paying population in general or by the actual benefactors specifically.

The AMS Financial Management Division makes up the tables and narrative justifications that become the working document for AMS' presentation to the Secretary of Agriculture and USDA's Office of Budget and Program Analysis (OBPA) in July.

Traditionally, August is the month for administrators to personally justify their budget proposals to the Secretary of Agriculture. By September, the Secretary's decisions are adopted into the budget, then sent to OMB. The budget for the entire Department of Agriculture is considered agency by agency; AMS' budget maintains its separate identity throughout the budget process.

Each administrator meets with an OMB budget examiner in the fall. In late October or early November, the OMB analyst visits AMS and other agencies to meet with each agency's administrator and ask questions about the budget proposals. OMB decisions as

HIGHLEY TO HEAD AMS

Vern F. Highley will assume duties of AMS administrator on June 1.

For the past seven years, Highley worked for Plains Cotton Cooperative Association, Lubbock, Texas, most recently as vice president and corporate secretary. He also served as corporate secretary of a companion association engaged in textile manufacturing, American Cotton Growers.

From 1970-75, Highley was employed by USDA, serving most recently as administrative assistant to former Secretary of Agriculture, Earl Butz.

The next issue of AMS-in-ACTION will feature a profile on the new administrator.

approved by the White House are incorporated into the budget and become part of the President's budget.

What began as 100 or more pages of a Financial Management Division notebook becomes less than 10 pages in the Presidential budget as the presentation phase begins on the Hill.

The agriculture subcommittees of the appropriation committees

(cont. on page 2)

THE BUDGET PROCESS: DUELING FOR DOLLARS

(cont. from page 1)

of both the House of Representatives and Senate examine the budget in open hearings.

Although the Secretary of Agriculture may present the overview, it is the responsibility of each administrator to justify the agency's budget. Jamie Whitten (D-Miss.) and Thad Cochran (R-Miss.) are chairmen of the House and Senate appropriation subcommittees respectively.

Following the hearings that are usually held in March and April, the separate subcommittees meet and make their recommendations to their committees which make their presentations to each congressional chamber. According to Sandra Hogan, AMS legislative liaison to the administrator, in case a law change accompanies a budget change (for example, charging of user fee for a service that had, by law, been free in the past), the accompanying legislation also must be submitted and approved. As required by the Constitution, all money bills must start in the House of Representatives.

The appropriation bill as approved by the full House of Representatives is sent to the Senate committee for action. The Senate version of the bill is compared with the House bill. If they differ, a conference of

House and Senate members meets to work out the differences. After requisite debate and compromise, the conference bill wends its way from House approval, to Senate approval, to Presidential signature.

While it would be ideal for Congress to pass appropriation bills before the beginning of the fiscal year, the negotiating between the House and Senate often delays passage until several months into the year. In such instances, Congress may pass a continuing resolution that allows government agencies to operate at certain specified levels.

Following a Presidential signature, the appropriation becomes law. The execution phase for the AMS budget begins under supervision of the Financial Management Division to assure adherence to the letter and spirit of the law.

PROGRAM ROUNDUP

by Dale May, deputy
director, Information
Division

State Projects Funded --
AMS has granted marketing improvement funds to Colorado to continue a project on feeder cattle characteristics, to Missouri for electronic marketing of slaughter lambs and to Pennsylvania to improve export marketing of the state's farm products. States match the grants with their own funds.

Dairy Promotion Launched -- "Dairy Day USA," an event on the Mall in Washington, D.C., launched an ongoing USDA and industry effort to encourage use of dairy products. The May 29 event, funded by advertising and promotion assessments from the Middle Atlantic milk marketing order, also marked the start of "June is National Dairy Month" activities.

"R&P" Budgets Top \$30 Million -- Annual budgets for programs collectively referred to as "research and promotion" size up as follows: \$19.4 million for cotton (calendar year 1982); \$5.2 million for eggs (calendar year 1982); \$3.8 million for wool, lamb and mohair (July 1, 1981 - June 30, 1982); \$2.2 million for potatoes (July 1, 1981 - June 30, 1982) and \$700,000 for wheat (July 1, 1982 - June 30, 1983). All programs, carried out by industry boards, are financed by industry assessments, except for those covering sheep and goat products, which are financed by deductions from support payments to producers. Budgets and planned activities must be approved by AMS, and AMS program divisions monitor the programs to make sure they operate within the authorizing laws.

Egg CheckOff May Go Up --
AMS is accepting public comments until July 12 on a recommended decision to

(cont. on page 3)

PROGRAM ROUNDUP

(cont. from page 2)

adopt amendments to the Egg Research and Promotion Order. The change would increase assessments initially from the current rate of 5 cents to 7-1/2 cents per 30-dozen case, and add two consumer members to the American Egg Board, which carries out the program.

Jamaica Farewell -- The marketing team taking part in the special U.S. assistance effort returned to the United States at the end of May. An AMS representative on the returning team is Ned Tyler of Livestock, Meat, Grain and Seed Division.

PERSONNEL ACTIONS

ADMINISTRATIVE SERVICES DIVISION

Promotions

Karen Goldstein, management analyst;
Mary Reinke, management analyst; Carrie Joyner, clerk-typist; Angela Maldonado, document review specialist

FOOD QUALITY ASSURANCE DIVISION

Promotions

Syed Amjad Ali, agricultural marketing specialist, Alexandria, Va.

(cont. on page 4)

SF-171: INFORMATION PLEASE

by Roy Plant, Chief,
FGIS, Employment and
Classification Branch

The Personal Qualifications Statement, SF-171, is one of the most important documents Federal employees (or potential Federal employees) complete throughout their careers. It also appears to be a form that receives little serious attention by too many individuals seeking an appointment, promotion or transfer. This lack of attention, whether it is sloppiness or the failure to provide sufficient information, can eliminate the most qualified individuals from consideration.

There are several things that you as an applicant can do to ensure that your capabilities have been presented on paper in the best possible light. Remember, the SF-171 may be the potential employer's only knowledge of you. In most cases it will be the "first impression."

--If you are applying in response to a specific examination or vacancy announcement, be sure you have obtained all supplemental material, i.e., vacancy announcement/special qualification requirements, etc., and have addressed these requirements fully on the 171.

--Be sure that each item on the 171 is completed. Your signature certifies the

accuracy and truthfulness of your application. Don't forget the signature and date. It is surprising how often very basic directions are ignored. To a selecting official this indicates carelessness, a lack of attention to details-- a very important aspect of many jobs. Read the instruction sheet attached to the SF-171.

--Ideally the application should be typed. Lacking that, very neat legible printing is the only reasonable alternative. Proofread for typographical errors. Corrections should be neat. A clear copy with an original signature is acceptable. The physical appearance of your application is extremely important. It can open the door for an interview or may cause you to be rejected with little consideration.

--Do not attach a lot of extraneous materials, i.e., copies of publications and general letters of commendation, unless they have been requested. The use of position descriptions in lieu of a brief statement of your duties and responsibilities is a very bad idea. The excess paper receives little attention and is costly to reproduce. It may "turn off" the selecting official. A college transcript, if pertinent, is helpful and often required for new hires. Usually, a

(cont. on page 4)

(cont. from page 3)

recent performance appraisal is required.

--Be honest when describing your experiences that relate to the job for which you are applying. Use brief concise statements. You do want to highlight those aspects of your experience and education that address themselves directly to the job. However, an outright overstatement of your qualifications will cause more trouble than it is worth. Falsification of an application is cause of removal. More than likely, any discrepancies will come out in an interview. Don't use up a lot of time and space describing totally unrelated work experience.

--Most agencies require that applications be received by a specific date and by a specific person or contact. Late arrivals are not accepted. Do not wait until the last minute to apply. There may be delays in mail delivery or delays within the Department's internal mail system.

--The use of government facilities, i.e., copying machines, paper, etc. to reproduce applications and "postage and fees paid" envelopes for mailing is illegal, and may result in your 171 being returned without consideration.

When applying for a job, you are competing with others. Do not be overconfident. Do not cut corners. You may possess all the required skills and be rated highly qualified. Just remember that there are other highly qualified people out there who are interested in the job. It is up to you to sell your product--yourself--to the employer!

PERSONNEL

(cont. from page 3)

DAIRY DIVISION

Welcomes

Jim Birch, laboratory aide, Aurora, Colo.; Susan Kay Smith, milk sampler tester, Dallas, Tex.; Billy W. Hyepoch, milk sampler tester, Dallas, Texas Jo Ann Smith, data transcriber/clerk, Alexandria, Va.

Retirements

Richard V. Martin, clerk, Chicago, Ill.; Kenneth Atteberry, auditor, Dallas, Tex.; Robert C. Kelly, auditor, Columbus, Ohio; Paul Hafling, auditor, New York, N.Y.; Paul C. Sperry, milk sampler tester, Overland Park, Kan.; Verylle E. Groehler, chemist, Portland, Ore.; Ray E. Retzlaff, milk sampler tester, Portland, Ore.

COTTON DIVISION

Promotions

Judy R. Wood, secretary-typist, Dallas, Texas

Retirements

Robert A. Harris, Marketing Services Branch, Birmingham, Ala.
FRUIT AND VEGETABLE DIVISION
Promotions

Marjorie Rakestraw, agricultural commodity grader, Yakima, Wash.; Barbara Bogart, clerk-typist, part-time, Yakima, Wash.

Reassignments

Douglas J. Kalk, agricultural commodity grader, San Jose, Calif.; Gerald Carlson, agricultural commodity grader, Brooks, Ore.; Robert Noteboom, agricultural commodity grader, Stayton, Ore.

Retirements

Clayton A. Roundy, supervisory agricultural commodity grader, Los Angeles, Calif.

Deaths

William Brandt, raisin inspector, Fresno, Calif.

POULTRY DIVISION

Welcomes

Joyce A. Campbell, secretary-steno, Des Moines, Iowa; Mary Mallard, agricultural commodity grader, Buffalo, Mo.; Tara Oakley, stay-in-school, Modesto, Calif.

(cont. on page 5)

PERSONNEL

(cont. from page 4)

Promotions - Agricultural Commodity Graders (ACG's)

Diane Dentler, San
Marcos, Calif.; Darrell
Ellis, Riverside, Calif.;
Don Looney, Turlock,
Calif.; Dennis McAuliffe,
Tilton, N.H.; Lloyd C.
Morey, Midway, Ky.;
Mariano Ramirez, Yucaipa,
Calif.; Kazuo Sato,
Vernon, Calif.; Frances
D. Staples, Dallas,
Texas; Chester
Stonecypher, Riverside,
Calif.; Donald Stormo,
Ripon, Calif.; Richard
Vasquez, Ripon, Calif.;
Cynthia Villalobos,
Norco, Calif.; Donna
Williams, Modesto, Calif.

Retirements

Sharron K. Callihan, ACG,
Gower, Mo.; Hugh R.
Eggerton, federal-state
supervisor, Montgomery,
Ala.; Wayne Farrell, ACG,
Denver, Colo.; Ida M.
Fletcher, Empire, Ala.;
William G. Robbins,
federal-state supervisor,
Nashville, Tenn.; Charles
R. Seegmiller, Cullman,
Ala.

Reassignments - ACG's

Donna L. Arsenault,
Spencer, Maine, to
Northampton, Maine;
Donovin H. Benoist,
Chattanooga, Tenn., to
Montgomery, Ala.; Steven
I. Dinerman, Hegins, Pa.,
to Ephrata, Pa.; Donald
P. Elgin, Boaz, Ala., to
Albertville, Ala.;
Charlotte A. McCoy,
Albertville, Ala., to
Gadsden, Ala.; Robert L.
Niccum, West Liberty,

Iowa, to Des Moines, Iowa;
Russell W. Prather,
Seymour, Ind., to North
Vernon, Ind.; Claudette
O. Tarvin, Gadsden, Ala.,
to Boaz, Ala.; Moses A.
Woodruff, Calmar, Iowa,
to West Liberty, Iowa.

Coleen F. Freeze,
teletype operator,
Atlanta, Ga., to Market
News, Atlanta, Ga.

Separations

Denise Green, ACG,
Austin, Tex.; Barbara Sue
Hand, ACG, Smiley, Texas

WAREHOUSE DIVISION

Welcomes

Connie J. Timmons,
auditor, Kansas City,
Mo.

Resignations

Cynthia Pense, warehouse
examiner, Minneapolis,
Minn.; Vernon L.
MacDonald, warehouse
examiner, Indianapolis,
Ind.; John A. Brock,
warehouse examiner,
Indianapolis, Ind.;
Sheila Hale,
clerk-typist, Memphis,
Tenn.

Retirements

Kenneth A. Stocker,
warehouse examiner,
Indianapolis, Ind.; Jack
Thomason, deputy
director, Washington,
D.C.; Charles R. Head,
warehouse examiner, Yuba
City, Calif.; Don Hodges,
branch chief, Washington,
D.C.

Deaths

Joseph W. Porter,
warehouse examiner, Yuba

City, Calif.; George A.
Ratterman, warehouse
examiner, Indianapolis,
Ind.

Promotions

Cary R. Whittle,
warehouse examiner,
Kansas City, Mo.; Donald
L. Campbell, warehouse
examiner, Yuba City,
Calif.; Joseph T. Parr,
warehouse examiner,
Indianapolis, Ind.;
Arthur R. Willis, acting
branch chief, Washington,
D.C.

TOBACCO DIVISION

Retirements-Lexington,
Ky.

Louis R. Whiteker
William L. Sames
Terrall W. White

Resignations

Avis H. Knight, Raleigh,
N.C.

AMS in ACTION

Doris Anderson
Editor

AMS in ACTION is published
monthly for the employees of Agricul-
tural Marketing Service of the U.S.
Department of Agriculture. All
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should be forwarded through the
employee's division representative.

Editor's office is located in Room
2642, So. Bldg., USDA, Washington,
D.C. 20250. FTS 447-6766.

1982 U.S. SAVINGS BOND CAMPAIGN

Who hasn't wished for a little extra money to buy something--go somewhere--or just to have to fall back on? The payroll savings plan for U.S. savings bonds can help you accumulate such a fund of savings.

If you've never tried it, you can't believe how easy saving becomes with payroll savings. Once you've signed up, whatever amount you choose is set aside regularly from your paycheck. You don't see it--so you don't miss it. Thus you avoid the temptation of spending it immediately. And your money buys U.S. savings bonds, which are replaced if lost, stolen or destroyed.

To make savings bonds even more attractive to savers, the Treasury Department has announced its intentions to seek legislation allowing a "market-based" variable interest rate to be paid on savings bonds. That rate would be 85 percent of the average return on outstanding Treasury marketable securities that mature in 5 years, with a guaranteed minimum return.

With Series EE savings bonds, you pay no state or local income taxes on the interest earned, and Federal income tax can be deferred until the bonds are cashed or reach final maturity. It is an excellent way to save for college expenses or retirement.

During June we'll be having our annual savings bond campaign. During this time, you will receive a personal visit from one of your fellow employees, who will supply you with further details about U.S. savings bonds. We urge you to begin saving with the payroll savings plan or to increase your rate of saving if you are already participating.

Remember that when you buy savings bonds, you help your country, you help your family and you help yourself.

Dave Leavitt, Administrative Services Division, agency bond coordinator, can be contacted on 447-5650, if questions arise, or contact your division coordinator.

Administrator's Staff -
Martha Garretson - 74638;

Information Division -
John Nicholas - 76766;

Cotton Division - John
Korbol - 72072;

Dairy Division - Bill
Newell - 382-0079;

Food Quality Division -
Alanna Moshfegh -
756-6474;

Fruit/Vegetable
Division - Russ Hawes -
75271;

LMGS Division - Dave
Hallett - 21246;

Market Research
Division - Errol Bragg -
42805;

Poultry Division -
Betsy Crosby - 72356;

Tobacco Division -
Wayne Vance - 74295;

Warehouse Division -

Geneva Layne - 73750;

Admin. Services
Division - Linda Croyle -
28126;

Financial Management
Division - Dave Lanham -
75801;

Personnel Division -
Jack Bals - 72483;

Tech. Services Division
- Dick Barlow - 21105.

Sign up for Payroll Savings

Take
stock
in America.

The seal of the United States Savings Bonds is circular. It features an eagle with its wings spread, perched on a banner that reads "SAVINGS BONDS". The words "UNITED STATES" are arched across the top of the seal.



JULY 1982

HIGHLEY'S DEBUT: A COMMENTARY

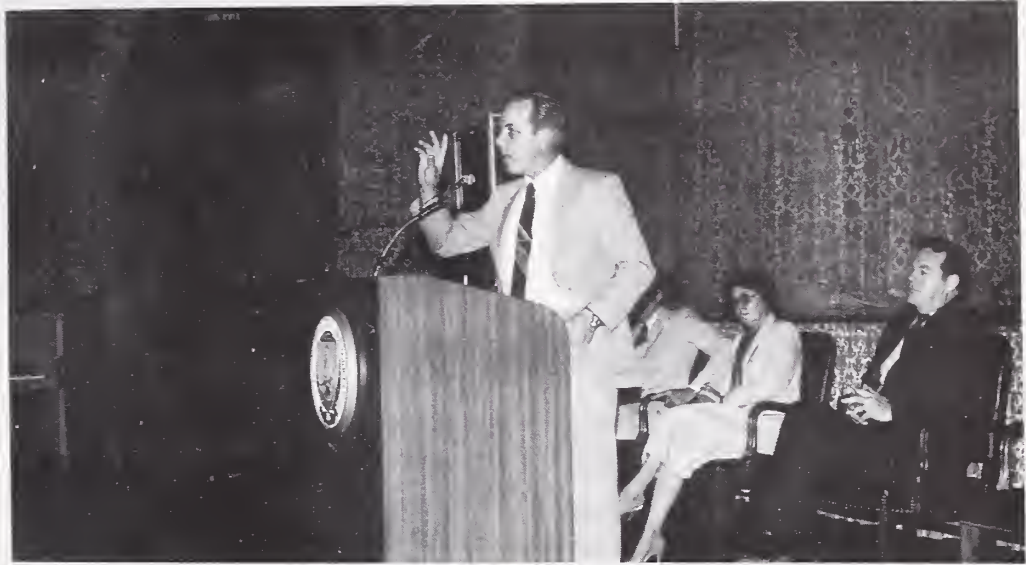
by Edwin Moffett,
Information Division

The qualities people look for in their colleagues are usually the qualities they cultivate in themselves. In remarks to the AMS Washington staff, Vern Highley praised the leadership of USDA, pointing to factors like decisiveness, managerial sense and, above all, predictability. "I'm comfortable around predictable people," Highley said.

If it is any proof of his own predictability, Highley's speech held few surprises as he put the audience at ease with his friendly comments. It was not a time for thorough discussion of strategies, but rather a time to reveal the broad scope of his mission.

Signaling his deep appreciation for farmers --gleaned from 20 years of experience in agricultural cooperatives-- Highley said USDA's reason for being is "to help farmers achieve greater prosperity."

Achieving this goal, within the philosophical bounds of an administration which is stressing fiscal restraints and deregulation, will offer new challenges for AMS. "We're now in the throes of change at AMS. We're changing to a service-oriented agency," Highley observed.



Vern F. Highley addressing AMS staffers

Citing the '83 budget, only 24 percent of which is appropriated money, Highley warned that AMS has to be responsive to succeed during these changing times. He stated that AMS has to provide quality, and yet efficient services at the least possible cost otherwise users will go elsewhere. Indicative of his agricultural training, he stressed that support of AMS field

people is essential to the betterment of AMS service.

"They're out there on the firing line," Highley said. "They're out there meeting the farmer day in and day out, living in the communities, highly visible as government employees. They have to have the best support we can give them, so let's give it to them."

(cont. on page 6)

COUGHLIN HEADS DAIRY DIVISION

by Warren Sawall,
Information Division

Edward T. Coughlin has been named director of AMS' Dairy Division. Deputy Administrator William T. Manley said Coughlin was selected for the position following an open competition for the career appointment over a period of several months.

Coughlin, 47, has been a USDA employee since

1959. Since January 1980, he has been a deputy director of the Dairy Division, supervising the milk order market administrators. He received a bachelor's degree with a major in accounting from Bentley College in Massachusetts. He served two years in the Navy.

(cont. on page 3)

THE SUPERIOR SERVICE FOUR

by Stan Levin,
Information Division

Four AMS employees received recognition for superior service at USDA's 36th annual honor awards ceremony in May.

Jack Alexander, Administrative Services Division; Loyd Frazier, Cotton Division; Carl Newbraugh, Administrative Services Division and Patricia Trendley, Fruit and Vegetable Division, were among 73 employees nationally to receive USDA's Superior Service Award.

Alexander, chief of ASD's Property and Procurement Branch, and Newbraugh, head of the service section, received commendations for their joint effort to create and implement a vehicle leasing program. As an alternative to the fuel inefficiency and expense of employee-owned vehicles, the leased vehicles saved taxpayers 263,000



from left to right, C. Newbraugh, J. Alexander, L. Frazier and P. Trendley

gallons of gas and mileage charges amounting to \$672,000 in fiscal year 1981.

Frazier, chief of Cotton Division's marketing services unit, oversaw the implementation of the cotton classer user fee, initiated October 1981. He also designed an accompanying billing and collection procedure that potentially can save cot-

ton growers more than \$500,000 annually.

Trendley, a marketing reporter clerk with the fruit and vegetable market news branch in St. Louis, received her award for initiative and expertise in helping maintain effective service to fruit and vegetable growers and marketing firms during a period of critical understaffing.

AND THEN THERE WERE THREE

by Edwin Moffett,
Information Division

When FGIS, OT, FSIS, P&SA and APHIS finally pulled out of the information network, the funds were no longer there to support five regional information offices. Something had to give. The New York and Dallas offices were closed on March 31, and the areas they serviced were divided among the remaining three offices, which also suffered reductions in force.



THE EGG WOMAN WEARS TWO HATS

by Frank Johnson,
Information Division

Betty Barnhart, a USDA grader, is one of hundreds of federal-state graders who makes sure USDA grade labeled eggs meet official standards and that only wholesome egg and egg products reach the marketplace.

As the day shift's grader-in-charge at the Norco Ranch egg plant in Norco, Calif., she supervises five graders who make sure that eggs labeled with the USDA grade shield comply with official standards for quality and size.

In addition to her grading duties, she's also in charge of egg products inspection in the plant as required under the mandatory Egg Products Inspection Act.

"Because Norco is a combination egg-grading and breaking plant, employees like myself increase the efficiency of

the two programs by handling both," she says.

"About one-third of all egg-breaking plants nationally fall into this category."

Barnhart has been associated with the egg business for 20 years, and says the grading and inspection programs stress proper sorting of eggs, and proper processing and handling. "As federal-state graders, we provide a service to the plant while also certifying that the public gets what they're paying for when they buy USDA-graded eggs," she says. "Whether we're grading eggs or inspecting egg products, our main concern is assuring the USDA-graded shell eggs meet the quality stated on the label, and that egg products are wholesome, unadulterated, and properly labeled."

A native of Milton, Mass., Coughlin is married to the former Kathy Murphy. They reside in Alexandria, Va. The Coughlins have six children--two sons and four daughters, ranging in age from 11 to 20.

Coughlin succeeds Herbert L. Forest, who is retiring after 48 years with USDA. Forest has been director of the Dairy Division since 1954.

PRINTED MARKET REPORTS NO LONGER FREE

Jim Ray, chief of the livestock and grain market news branch, knows about "doing more with less."

Starting Aug. 1, Ray and his fellow market news chiefs in the AMS commodity divisions will be practicing what others preach about slimming the size of the federal budget--by beginning "user fees" for formerly free market news reports.

With passage of the Agriculture and Food Act of 1981, user fees were authorized for mailed reports.

Ray has been heading the effort to get the people who profit from market news to pay part of the costs for it.

"The buyer and seller of agricultural commodities rely on reports covering prices, supplies



Barnhart discusses storing eggs properly with Chuck Johnson, assistant federal-state grading supervisor.

(cont. on page 4)

PROGRAM ROUNDUP

by Dale May, deputy
director, Information
Division

Some Offices Being Closed
-- Several AMS offices are targeted for closing, mainly to meet projected reduction in the fiscal 1983 budget. Specifically, they include the fruit and vegetable market news office in New Orleans, La.; the livestock and grain market news office in Madison, Wis., and Clovis, N.M., and Chicago; and a poultry market news office in Pittsburgh, Pa. Two poultry market reporting offices--an AMS office in San Francisco and a state-operated office in Fresno, Calif.--will be consolidated into the Bell (Los Angeles County) office. An Oregon-operated fruit and vegetable market news office in Merrill, Ore., that got AMS funding has been closed since the state could no longer pay its share of the funds. The tobacco market reporting office in Valdosta, Ga., will be closed at the end of this season's tobacco harvest. Four laboratories that assist Federal Seed Act work--in Montgomery, Ala.; Sacramento, Calif.; North Brunswick, N.J.; and Minneapolis, Minn.--are targeted for closing. The work will be shifted to the remaining laboratory in Beltsville, Md. Timetable for closings varies.

All About Mushrooms -- AMS, in cooperation with

Agricultural Cooperative Service, has completed an extensive report on mushroom production and marketing. Entitled "The U.S. Mushroom Industry--The Import Challenge," it reports on findings of the task force established by Presidential directive in Oct. 1980. One result of the study is current interest among U.S. mushroom producers in a national marketing order to promote consumption of fresh mushrooms.

Warehouse Rules Tightened
-- In a move to give farmers and others more protection when storing grain and rice in warehouses, AMS now requires licensed warehouse operators to meet new tests of financial stability. On July 1, the minimum net asset requirement went from \$10,000 to \$25,000. A financial statement consisting of a detailed balance sheet and income statement also has to be furnished to the AMS Warehouse Division. The rules will help safeguard interests of both farmers and the government when a commercial grain elevator goes bankrupt.

Publication User Fees -- AMS is developing a plan for charging user fees for publications beginning Oct. 1. A directive from Secretary Block requires all agencies to have such a plan ready in July. Publications that explain agency policy and programs or encourage potential recipients to use agency services will be exempt, so these can

still be provided free. The publications approval process is being tightened up throughout the government, to encourage only high quality, non-frivolous publications.

PRINTED MARKET REPORTS NO LONGER FREE

(cont. from Page 3)

and market conditions in different parts of the country from coast to coast," Ray explained. "When market news started more than 60 years ago, farmers did not have uniform reports for comparing markets to determine how best to market their commodities."

"We are only seeking to recover costs for disseminating mailed reports," Ray said. "That includes the printing, handling, postage and distribution of these market reports." All other means of disseminating market news currently in use, including commercial and public wire services, telephone answering devices, radio and television, will continue without charge. One free copy of market reports, except for annual reports, will still be free when picked up in person at market news offices.

On Aug. 1, subscription prices will become effective for reports issued by the Dairy; Livestock, Meat, Grain and Seed; Poultry; and Fruit and Vegetable Divisions. The Tobacco Division began its subscription fee system on July 1.

PERSONNEL ACTIONS

COTTON DIVISION REASSIGNMENTS

Gloria Watkins, clerk-typist, to Department of Justice, Memphis, Tenn.

RESIGNATIONS

Shirl Warner, secretary-typist, Washington, D.C.

FOOD QUALITY ASSURANCE DIVISION TRANSFERS

Erica R. Jones, clerk-typist, to U.S. Department of Defense

FRUIT AND VEGETABLE DIVISION WELCOMES

Veronica Hernandez, clerk-typist, Fresno, Calif.

REASSIGNMENTS

Anthony Macias, agricultural commodity grader, San Jose, Calif.; Douglas Kalk, agricultural commodity grader, San Jose, Calif.; Lee Slatore, agricultural commodity grader Stockton, Calif.

PROMOTIONS

Clifford Halverson, agricultural commodity grader Stockton, Calif.

LIVESTOCK, MEAT, GRAIN AND SEED DIVISION Agricultural Commodity Graders (acg's)

RETIREMENTS

Austin Freeman, ACG, Amarillo, Tex.; George Jacenko, ACG, South St.

Paul, Minn.; Stanton Thompson, ACG, Atlanta, Ga.; Wallace Capps, ACG, Denver, Colo.; William Mize, ACG, Sioux City, Iowa; L. D. Thompson, livestock market reporter Denver, Colo.; Janetta Leveque, botanist, Montgomery, Ala.

PROMOTIONS

Tina Reddix, clerk-typist Bell, Calif.; Joan Hall, seed marketing specialist N. Brunswick, N.J.; Dan Willis, ACG, Washington, D.C.; Gloria Smith, secretary-steno, Washington, D.C.; Sharon Bale, secretary-steno, Washington, D.C.; Doug Bailey, plant variety examiner, Beltsville, Md.; Rodney Young, botanist, Montgomery, Ala.; Traci Altman, clerk-typist, Washington, D.C.; Irene Crawley, program assistant, Kansas Kansas City, Mo.; Lavera Grant, program assistant, Chicago, Ill.; Vicki Bond, clerk-typist, Washington, D.C.; Frances Blalock, program assistant, Atlanta, Ga.; Michael Lane, clerk-typist, Chicago, Ill.

REASSIGNMENTS

Russell Guilfoyle, ACG, Honolulu, Hi, to Denver, Colo., Lawrence Werthmuller, ACG, Chicago, Ill., to South St. Paul, Minn.; John Humphrey, ACG, Atlanta, Ga., to Denver, Colo.; Ann Killimayer, ACG, Starkville, Miss., to Omaha Neb.; Ron Carpenter, ACG, Starkville, Miss., to Atlanta, Ga.

RESIGNATIONS

Lisa Sachs, clerk-typist, Washington, D.C.; Lucinda Flanigan, ACG, Atlanta, Ga.; Matthew Roche, ACG, Bell, Calif.; Florence Stroud, clerk-typist, Atlanta, Ga.; Dan Kasler, ACG, Princeton, N.J.

SEPARATIONS

Frances Woods, clerk-typist, Chicago, Ill.; Patricia Rutledge, ACG, Atlanta, Ga.; Sara Novicki, clerk-typist, Princeton, N.J.

WELCOMES

Carol Hofeldt, clerk-typist, Denver, Colo.

DEATHS

Leonard Cooper, ACG, Atlanta, Ga.

MARKET RESEARCH AND DEVELOPMENT DIVISION RETIREMENTS

Dr. Tarvin F. Webb, after 30 years of research and service with USDA and the U.S. Army, retired on June 25. Congratulations to Dr. Webb for the many years of service.

POULTRY DIVISION AGRICULTURAL COMMODITY GRADER (acg's)

WELCOMES

Terry A. Blowers, ACG, Aitkin, Minn.; Sharon L. Hodges, clerk-typist, Kansas City, Mo.

CASH AWARD-SUGGESTION

Henry J. Binnix, assistant regional director, Gastonia, N.C.

PROMOTIONS

Rozella Atkins, poultry market news reporter, Kansas City, Mo.; Joyce Carroll, market news assistant, Washington, D.C.; Gary D. Brown, poultry market news reporter, Jackson, Miss.; Judith K. Reetz, ACG, Esterville, Iowa; Sandra L. Suckow, ACG, Bagley, Minn.

REASSIGNMENTS-

Catherine E. Boykin, from Pelahatchie to Edwards, Miss.; Mary L. Brooks, from Pelahatchie to Edwards, Miss.; Byron C. Clark, from Wabash to North Manchester, Ind.; Joseph H. Fereno, from Wabash to North Manchester, Ind.; Robert W. Huffman, from Wabash to North Manchester, Ind.; Robert Lord, from Monroe, to Bethlehem, Ga.; Harvey R. Mica, from Aitkin to Faribault, Minn.; Lucius Patat, Rutledge to Monroe Ga.; Julie Schnier, Wabash, Ind. to Lititz, Pa.; Lory D. Shipe, from Empire to Trussville, Ala.; Harold V. Wilson, Jackson to Canton, Miss.

RETIREMENTS

Raymond O'Dell, ACG, Springfield, Mo.; Charles L. Rockwell, ACG, Faribault, Minn.

SEPARATIONS

Phyllis Atkinson, clerk-

steno, Washington, D.C.; Larry A. Inman, ACG, Thief River Falls, Minn.; Alice M. Kiser, ACG, Trussville, Ala.

TOBACCO DIVISION RETIREMENTS

Melvin Smither, Lexington, Ky.; Joseph Stevens, Raleigh, N.C.; Horace E. Johnson, Raleigh, N.C.

RESIGNATIONS

Richard E. Duncan, Raleigh, N.C.; Anthony S. Capps, Raleigh, N.C.

DEATHS

Eugene T. Ingram, Raleigh, N.C.

HIGHLEY'S DEBUT: A COMMENTARY

(cont. from page 1)

Throughout his talk, Highley referred to AMS as a business enterprise, calling Deputy Administrator William T. Manley his executive vice president. He compares the work of the agency to a competitive corporate operation, where effectiveness, efficiency and quality separate the successful from the bankrupt.

Highley sees his mission as an exciting challenge--to help farmers market their crops better during these difficult financial times.

Although he referred to his marketing philosophy as "simple," he went to work for his previous employer,

Plains Cotton Cooperative, because they were on the advance guard in developing an electronic marketing system and new technology to make west Texas cotton more usable. Clearly Highley has a good eye for the complexities of the future.

What that future holds for AMS under Highley's tenure cannot be accurately predicted except in a general sense. He seems sincere in his appreciation of the AMS staff, referring to them as "a corps of well-trained, highly skilled professional people." That appraisal, at least in part, may be a source of the confidence he exhibits, a confidence which is tempered with a firm knowledge of his own abilities. "I have to rely on you," Highley said, for the day-to-day competence to run this agency so that I can do my job as a manager."

AMS in ACTION

Vern F. Highley
AMS Administrator

Doris Anderson
Editor

AMS in ACTION is published monthly for the employees of Agricultural Marketing Service of the U.S. Department of Agriculture. All employees are encouraged to submit items for publication. Contributions should be forwarded through the employee's division representative.

Editor's office is located in Room 2634, So. Bldg., USDA, Washington, D.C. 20250. FTS 447-2399.

AMS in Action

An Administrative
Letter for Employees



August 1982

WHEELCHAIR LIFT PROVIDED FOR HANDICAPPED

by Karen Amorose, personnel staffing specialist



Percy Tillman, NFC accountant using handicapped lift.
Richard Ashworth, USDA spec. asst. to Admin., looks on.

As part of an ongoing effort to make our buildings more accessible to handicapped persons, GSA installed a wheelchair lift and automatic door-opening service at the 14th Street entrance of the South Building. The new lift allows disabled individuals to go directly from street level to

the first floor of the building at the push of a button and the turn of a key.

Persons requiring the use of the lift or any mobility aid will find the lift and automatic door service useful. Anyone requiring use of the lift should contact Karen Amorose, AMS handicap co-

ordinator, at 202/447-7775 at least 24 hours in advance to get a key. If you cannot give this notice, the guard at the 7th wing of the building has a key and will provide assistance.

The Equal Employment Opportunity Commission relies on each agency's handicap statistical data to justify the purchase of special equipment and building renovations for the handicapped. Over 20 percent of AMS' employees have not identified whether or not they have a medical disability. Since insufficient data does not provide an accurate basis to improve our handicap program, we encourage all employees, especially those who have medical disabilities, to correctly identify themselves.

Please contact Karen Amorose, AMS handicap coordinator, on 447-7775, if you are uncertain as to how you were coded or if your medical status has changed from the time you were initially coded.

Your cooperation is vital to our efforts to obtain accurate statistical data and ultimately make our handicap program more responsive to meeting the needs of disabled people. Every precaution is taken to ensure the information provided by each employee is kept in strict confidence.

MARKET NEWS BROADCASTING -- WE'VE COME A LONG WAY!!

by Warren Sawall, Information Division



Frank E. Mullen, first full-time broadcaster, went on the air over station KDKA, Pittsburgh, Pa., in March 1923 and regularly voiced USDA reports.

Modern communications technology is about to write a new chapter in the 62-year-old history of USDA's effort to broadcast market news to farmers and others needing such information in their agricultural undertakings.

It's an experiment in which five public television stations beam market news to users over their own TV sets. The users only need to purchase a special decoding device that attaches to their TV sets.



A remote control market news broadcasting effort via telephone in the late 1920's or early 1930's.



George C. Biggar was the first agricultural director of WLS in Chicago in 1924.

USDA participation in broadcasting of market news goes back to December 1920 when short-wave radio station WWX in the District of Columbia carried market reports by Morse code. Reports compiled by USDA were relayed by wireless from D.C. to points in the East, Midwest and Plains

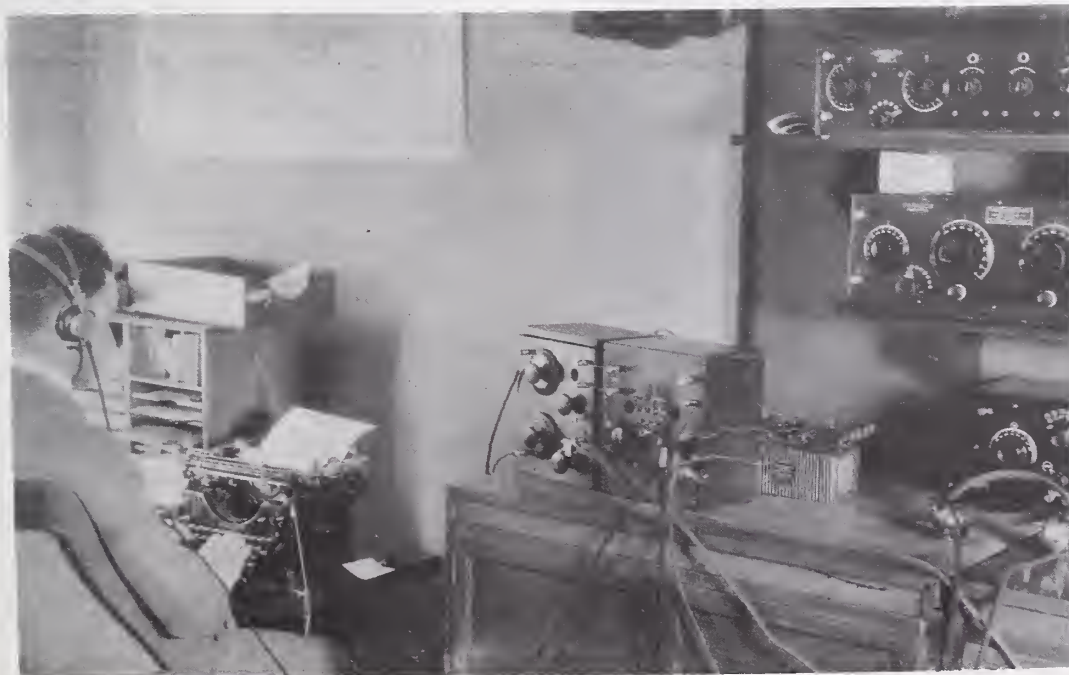
states. Some 2,500 ham operators picked them up and helped transmit them to farmers by posting them in railroad stations, post offices and country stores.

These pictures capture some of the flavor and technique of early market news broadcast efforts by USDA.

Around 1923 some farmers like this one received USDA market news on crystal radio sets.



A similar crystal set reception using earphones to get market news.



It was April 1923 and a USDA employee was monitoring market news broadcasts by standard band radio stations to check for accuracy.

PROGRAM ROUNDUP

by Dale May, deputy director,
Information Division

Cherry Pool Opposed -- During July, officials of the Office of Management and Budget took the opposite view on a major marketing order action that USDA supported. OMB opposed the proposed reserve pool for one-fifth of this year's bumper crop of red tart cherries. In 1972, 1975 and 1980, reserves were used to stabilize market supplies under the marketing order.

PACA Fees May Rise -- The produce industry and public have until Sept. 10 to comment on AMS' plan to raise license fees that fruit and vegetable traders pay under the Perishable Agricultural Commodities Act. The fee would move from \$150 to \$180. Firms with more than nine branches would pay \$72 for each facility, but not more than \$1,200. Approximately 15,700 firms hold PACA licenses.

Dial-A-Market Report -- A new directory of taped telephone reports on market prices, supply, demand, and other conditions is available from AMS Information Division, rm. 2638-S, Washington, D.C. The telephone number is 202/447-7589. It's titled "Facts About: Instant Market News," AMS-572, July 1982.

Next Yearbook on Marketing -- Theme of the 1982 Yearbook of Agriculture,

to be issued this December, is food marketing and the economics of agriculture. William Manley, AMS deputy administrator, is the yearbook committee chairman. Also authoring articles are: Georgia Neruda, Administrator's Office, Betsy Crosby, Poultry Division, Mary Kenney and Sara Beck, Livestock, Meat, Grain and Seed Division, and Martha Parris, Fruit and Vegetable Division.

PERSONNEL ACTIONS

FRUIT AND VEGETABLE DIVISION PROCESSED PRODUCTS

PROMOTIONS

Larry Brockman, agricultural commodity grader, Stockton, Calif.

Joan Straight, clerk-typist, Fresno, Calif.

LIVESTOCK, MEAT, GRAIN AND SEED DIVISION

WELCOMES - Agricultural Commodity Graders (ACG's)

Joseph Barondeau, clerk-typist, Sioux City, Iowa.
Curtis V. Chisley, San Antonio, Tex.; Lucy M. Chvatal, Omaha, Neb.; Melia Derrick, Dallas, Tex.; Richard P. Eilts, Sioux City, Iowa.; Samuel E. Etienne, Chicago, Ill.; Susan M. Halpenny, Union City, Tenn.; Sally Gallagher, Souderton, Pa.; Lincoln Hasdorff, Denver, Colo.; Robert Jaskowiak, Bell, Calif.; Keith F. Kinade, Bell, Calif.; Karen A. Kulasiewicz, Eau Claire, Wis.; Joseph M. Moore, Bristol, Va.;

Larry Mullen, Chicago, Ill.; Richard F. Oberzut, Plainwell, Mich.; Thomas A. Overstrom, Newark, N.J.; Michael A. Polzin, Omaha, Neb.; Michael L. Pouncy, Bell, Calif.; Michael T. Purnell, Omaha Neb.; James L. Riva, Omaha, Neb.; Donald J. Ryan, Des Moines, Iowa.; Roberto Salazar, Garden City, Kan.; Brian J. Schweitzen, Denver, Colo.; Reid A. Wilson, Cincinnati, Ohio.; Keith A. Youngren, Sioux City, Iowa.

Debra Newell, clerk-typist, Torrington, Wyo.

RETIREMENTS

Austin Freeman, ACG, Amarillo, Tex.; George Jacenko, ACG, South St. Paul, Minn.; Stanton Thompson, ACG, Atlanta, Ga.; Wallace Capps, ACG, Denver, Colo.; William Mize, ACG, Sioux City, Iowa; L. D. Thompson, livestock market reporter Denver, Colo.; Janetta Leveque, botanist, Montgomery, Ala.

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September 1982

AMS HAS MASSIVE SHOPPING CART

by Doug Martinez,
Information Division

Red tart cherries destined for desserts will begin flowing this fall into schools across the country under an AMS program to purchase and provide food for domestic feeding programs.

In fiscal year 1982, AMS officials are buying \$450 million worth of a wide variety of commodities, including the donated cherries that will be turned into pies, tarts and other school lunch desserts.

These days, the abundant foods being bought are a far cry from the rolled oats purchased when the program began in the mid-1930's to save farmers from bankruptcy and help feed a hungry nation.

Today, the foods AMS buys include catfish and turkey roast among the staples of fruit juices and ground beef that are regular purchases.

Involved in these massive purchases are commodity procurement officials of three AMS divisions--Fruit and Vegetable; Livestock, Meat, Grain and Seed; and Poultry.

And as these "food-shopping" officials go about their work--opening bids for specific commodities and making the purchases for schools

and other participants in Food and Nutrition Service feeding programs--they're continuing to fulfill the here-and-now role of a historical mission. That mission is to provide producers with a sales outlet for surplus foods by buying nutritious foods to be donated to feeding programs for schools, the elderly and the poor.

The commodity purchase program once bailed out Depression-day farmers who couldn't sell much of what they grew. Section 32 of the Act of August 24, 1935 (Public Law 320) authorized the government to buy surplus commodities that farmers couldn't move in the marketplace. Then, as now, Section 32 was an anchor that stabilized the markets, actually

(cont. on page 3)



Red tart cherries destined for desserts in school lunches are sorted on a Michigan farm.

TAKING ON CHALLENGES REAPS REWARDS

by Mary Galloway,
Information Division,
Chicago Office

As if being transferred a thousand miles closer to home wasn't good fortune enough, Eileen Broomell enroute was surprised with an award for superior performance.

The award, presented in Chicago, Ill., was in recognition of exemplary and outstanding performance at Green Bay, Wis., meat grading sub-station, where Broomell--as supervisory meat grader--had been responsible since 1980 for conducting USDA's meat grading and certification program for northeast Wisconsin.

The program, administered by the Livestock, Meat, Grain and Seed Division, provides grading services on a fee basis to meat packers and processors for beef, veal and calf, according to official USDA standards and specification, and a certification service for various meat items.

"I certainly didn't expect this," Broomell told main station supervisor Tom Sandau, who made the presentation, and Washington Meat Grading Branch Chief David K. Hallett. As a matter of fact, Broomell had wondered why she had to stop in Chicago at all. She was literally enroute to assume her new position as supervisory meat grader in Los

Angeles, Calif. That's about a thousand miles closer to Seattle, Wash., which she calls home.

It's a pretty long trip -- from Green Bay to Los Angeles -- especially for a person to drive alone. But Broomell has a reputation for taking on challenges and coming through with flying colors.

For instance, in 1980, she knew it wasn't going to be easy to be the first-line supervisor over a crew of all-male meat graders. Too, the new area encompassed many major packer and processor establishments with complex, multi-faceted operations. Add to that the many roles a supervisor has to assume -- that of organizer, director, trainer, arbitrator, etc., -- and the task may seem insurmountable for many.

But despite an initial less-than-encouraging reaction to her appointment, Broomell met the challenge with dedication and zeal. Within no time, obstacles were overcome and she had, in a highly professional manner, established order and respect and maintained these in a friendly atmosphere.

One commendable result of Broomell's outstanding performance, Sandau and Hallett said, is the remarkable improvement in the grading program in the

Green Bay area since she accepted the post. Her leadership, technical expertise and personal interest in the training and welfare of graders under her guidance has resulted in significant improvement in the technical performance of the graders under her supervision.

Her superior performance also is reflected in her ability to successfully implement new programs and changes in existing programs.

"I'm certainly going to miss her," Sandau said. "She is a highly professional person and she handled that area in a way that few are capable and without the need for frequent, direct supervision by her supervisors."

When Broomell reported to Green Bay, she immediately developed a system whereby she personally coordinated and assigned graders to the various work assignments. Her efforts resulted in the improvement of the utilization of manpower, thereby reducing the number of hours for overtime which netted a substantial cost savings.

She also rotated the schedules for the meat graders, packers and processors ensuring the total workload to be fairly and equally distributed.

(cont. on page 5)

AMS HAS MASSIVE SHOPPING CART

(cont. from page 1)



Catfish, a new purchase this year, will be donated to feeding programs for the elderly and low-income.

averting disaster or disruption for producers of many commodities.

This summer, Michigan cherry growers are being helped out from under a surplus that had them casting about for someplace to sell millions of pounds of red tart cherries produced in a bumper harvest. The 8-million-pound purchase from this year's crop is in addition to a purchase earlier this summer of 19.6 million pounds stored from the 1980 crop.

The AMS shopping cart has grown bigger through the years. In the program's first year--fiscal year 1936--\$16 million worth of foodstuffs was purchased. More than two decades later, in fiscal year 1961, purchases had climbed to \$251 million. Purchases grew in the '60s and '70s, but have declined in the last

couple of years. In the current 1982 fiscal year, AMS will spend \$418 million in Section 32 funds alone. Purchases with other funds add another \$30-plus million to the total AMS food shopping bill.

Catfish were purchased for the first time this year, aiding a rapidly

expanding industry anxious for new sales outlets. Total purchases of frozen, pan-ready catfish to be distributed to elderly and nonprofit organizations feeding programs will total \$2.5 million.

Another item being bought this year is turkey roast--deboned, sectioned turkey meat that is frozen and ready to cook. Turkey roast, first purchased in 1980-81, has proven to be a popular entree in school cafeterias throughout the country.

Where does all the money to buy commodities come from? Not from tax dollars, but from import duties. Section 32 funds, which finance most AMS food purchases, represent 30 percent of the import duties collected on all goods entering the United States under the customs laws. These funds become available at the beginning of each fiscal year without further legislation.



Turkey roast has proven popular with schoolchildren.

SHE'S ON THE MOVE

by Frank Johnson,
Information Division

On first impression you'd immediately think she's a health enthusiast. But Joyce Carroll says there's more to her than meets the eye.

"I'm not really a health nut, but losing weight has been good therapy because it's a lot easier not having to look at almost 50 extra unwanted pounds," she said. "I feel good physically, and my self-esteem is wonderfully high."

In addition to her duties as a market news assistant within USDA's poultry market news, Joyce is involved in numerous outside activities.

"I'm currently carrying a 4.0 grade point average in business management courses in college so it's safe to say I'm into

school." Joyce says.

"It's not easy working and then going to college but I consider it an investment."

When she isn't studying, which she says seems like always, her other pleasures include reading, movies, boating, exercising and writing.

"I'd someday like to walk into a bookstore and see my published writings and poetry selling like crazy," she says, "but for now I just enjoy writing in private."

Joyce says as a native southern Marylander, she's also a natural crabber.

"Where I grew up everybody did crabbing," she says. "It's also good eating!"

When asked about her future goals, she answers with a smile, "It's a big world out there...why limit myself?"



PROGRAM ROUNDUP

by Dale May, deputy
director, Information
Division

Egg Producers to Vote --
Egg producers will vote Sept. 3-27 on whether the Egg Research and Promotion Order should be amended to raise assessments they pay for research and promotion activity. The "check-off" would go up from 5 cents to 7-1/2 cents per 30-dozen case of eggs for the first year, with further yearly increases after that up to 10 cents maximum. The amendments

also would add two voting consumer members to the board of 18 egg producers that carries out the program.

Floral Program Proposed
-- AMS is asking for public comments on a proposal from a floral industry group to establish a research and promotion program for cut flowers, potted plants and foliage plants. Eventually, a public

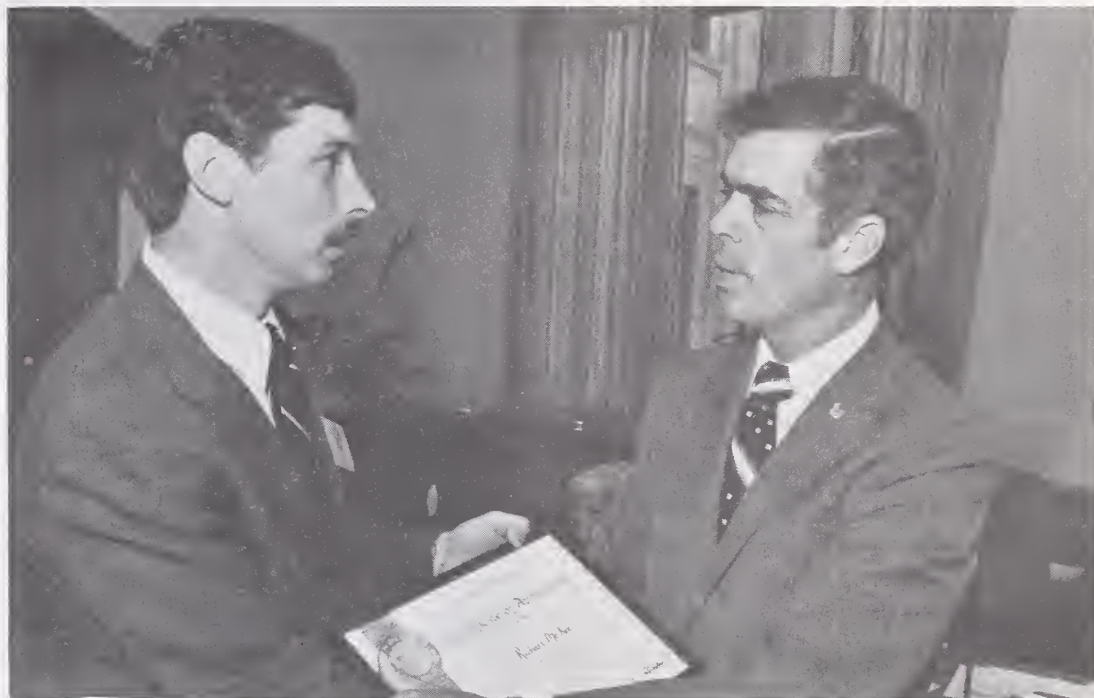
hearing could be scheduled on a proposal that AMS believes would implement floral product authority in last December's "Farm Bill."

Pecan Hearing Slated --
A public hearing will be held soon to consider a marketing order for pecans produced in 16 states. Under the proposal, marketing research, promotion and

(cont. on page 6)

DAIRY EMPLOYEE HONORED

Richard McKee, a marketing specialist with the Dairy Division, received a certificate of appreciation recently from Secretary Block. The certificate was awarded in recognition of McKee's work in coordinating "Dairy Day -- U.S.A." May 29 on the Mall. Dairy Day was endorsed by USDA and funded by producers in the Mid-Atlantic milk marketing area.



POULTRY EMPLOYEE RECEIVES AWARD

Congratulations are in order for John Vanderhoof, administrative officer for USDA's Poultry Division in Washington, D.C., who was recently presented a Certificate of Merit by Administrator Highley. John received the certificate for "demonstration of superior management techniques in providing guidance and leadership to the Poultry Division during the transition from FSQS to AMS." He also received a letter from the Administrator and a sizeable cash award.

John began his Federal career with the Poultry Division in 1957, and was promoted to Administrator Officer in 1971.



TAKING ON CHALLENGES REAPS REWARDS

(cont. from page 2)

"She's accomplished plenty in the seven short years she's been with the meat grading branch," Sandau said.

Broomell said she's moved around plenty, too, since 1975. She started out in Omaha, Neb., and has spent terms in Denver and Limon, Colo.; Boise, Idaho; St. Paul Minn.; Green Bay, Wis., and now Los Angeles.

In her new location, she won't be far from her old "alma mater," Washington State University, in Pullman. And although the trip is a mighty long one which she dreaded to make alone, Broomell said, "It's worth it to be so close to home."

NED TYLER RETIRES

by Sheila Nelson,
Information Division

AMS said an official goodbye July 30th to W. Edmund "Ned" Tyler, who retired after 26 years in livestock standardization work.

At a farewell luncheon Deputy Administrator William T. Manley presented Tyler with a certificate of appreciation for his many years of excellent service.

Ned, who might be described as a key man behind those "Prime and "Choice beef labels you see in supermarkets, joined AMS' Livestock Division in 1956. For most of his career he served as chief of the standardization branch for that division. In that capacity he was responsible for development of grade standards and specifications for meats and meat products, livestock, wool and mohair.

Last August Ned took up a new challenge -- improving the standard of agricultural marketing in Jamaica.

PROGRAM ROUNDUP

(cont. from page 4)

paid advertising would be carried out with assessments on pecans shelled. AMS received a large volume of comments, pro and con, after giving the public a chance to submit views on a pecan industry organization proposal.



CERTIFICATE OF APPRECIATION: W. Edmond "Ned" Tyler (right) received a certificate of appreciation from Deputy Administrator William T. Manley.

As part of a U.S. Department of Agriculture team to help develop a marketing system for that country, Tyler's job was to develop cattle, swine, sheep and goat grade standards that would be appropriate to Jamaica. He also was assigned to work on programs to improve production and marketing of dairy and fish products.

Ned returned to the United States in June after the Jamaica project was discontinued.

The Jamaica experience has convinced Ned that there is a great need and value in working with underdeveloped countries to help them become more efficient in the production and marketing of agricultural commodities.

At this point, he only has retired from AMS. He plans to put his expertise to work in consulting and farm management.

FOI Actions -- As of mid-August, AMS had responded to 63 Freedom of Information Act requests received this year from individuals and firms. Nine requests were denied, and one denial was appealed. FOIA letters have to be answered within 10 days from the time they are first received in AMS.

Kiwifruit Standards -- AMS has developed grade standards to aid in marketing of the fruit. The voluntary standards, which take effect Sept. 9, provide the rapidly expanding kiwifruit industry in this country with a uniform basis for measuring quality and conditions like bruising and decay.



Orval Kerchner, (left), chief of the Warehouse Development Branch, is honored with 25-year length of service award presented by James Springfield, Warehouse Division Director.



Harry Wishmire, (left), program analyst in AMS Warehouse Division receives certificate of merit from James Springfield, Warehouse Division Director.

PERSONNEL ACTIONS

ADMINISTRATOR'S OFFICE

WELCOMES

Richard T. Certo, associate deputy administrator for management, previously the executive assistant to Dean Crowther, USDA's director of the Office of Administrative Systems.

Robert R. Stansberry, Jr., assistant to the deputy administrator, Marketing Programs Operations, previously the director of the Commodity Operations Division, ASCS.

FRUIT AND VEGETABLE DIVISION PROCESSED PRODUCTS

PROMOTIONS

Larry Brockman, agricultural commodity grader, Stockton, Calif.
Joan Straight, clerk-typist, Fresno, Calif.

LIVESTOCK, MEAT, GRAIN AND SEED DIVISION

WELCOMES - Agricultural Commodity Graders (ACG's)

Joseph Barondeau, clerk-typist, Sioux City, Iowa.
Curtis V. Chisley, San Antonio, Tex.; Lucy M. Chvatal, Omaha, Neb.; Melia Derrick, Dallas, Tex.; Richard P. Eilts, Sioux City, Iowa.; Samuel E. Etienne, Chicago, Ill.; Susan M. Halpenny, Union City, Tenn.; Sally Gallagher, Souderton, Pa.; Lincoln Hasdorff, Denver, Colo.; Robert Jaskowiak,

Bell, Calif.; Keith F. Kinade, Bell, Calif.; Karen A. Kulasiewicz, Eau Claire, Wis.; Joseph M. Moore, Bristol, Va.; Larry Mullen, Chicago, Ill.; Richard F. Oberzut, Plainwell, Mich.; Thomas A. Overstrom, Newark, N.J.; Michael A. Polzin, Omaha, Neb.; Michael L. Pouncy, Bell, Calif.; Michael T. Purnell, Omaha, Neb.; James L. Riva, Omaha, Neb.; Donald J. Ryan, Des Moines, Iowa.; Roberto Salazar, Garden City, Kan.; Brian J. Schweitzen, Denver, Colo.; Reid A. Wilson, Cincinnati, Ohio.; Keith A. Youngren, Sioux City, Iowa.
Debra Newell, clerk-typist, Torrington, Wyo.

WAREHOUSE DIVISION

WELCOMES

Jovett L. Holiday, clerk-typist, Memphis, Tenn.; Sheila L. Jones, clerk-typist, Memphis, Tenn.

RETIREMENTS

Jerry A. Roberts, warehouse examiner, Kansas City, Mo.; Darline, Jackson, clerk-steno, Omaha, Neb.

RESIGNATIONS

Theresa Hannowsky, clerk-steno, Indianapolis, Ind.

COTTON DIVISION

REASSIGNMENTS

Thelma R. Sledge, head clerk, Macon, Ga.

RESIGNATIONS

Cynthia Rogers-Brooks, cooperative student, Little Rock, Ark.; Alfred Wright, cooperative student, Little Rock, Ark.

PROMOTIONS

Paul G. Beaton, cotton marketing specialist, Clemson, S.C.; James D. Wessinger, cotton technologist, Clemson, S.C.

AMS in ACTION

Vern F. Highley
AMS Administrator

Doris Anderson
Editor

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AMS in Action

An Administrative
Letter for Employees



OCTOBER 1982

SCHOOL LUNCH FOODS SAMPLED

by Frank Johnson,
Information Division

AMS recently helped organize a taste-testing session of commodities purchased by USDA for use in the national school lunch and other eligible domestic feeding programs. About 30 representatives from various trade groups attended.

Several USDA employees also sampled the various commodities and later participated in a discussion with representatives about the commodities program.

Included in this group were C. W. McMillian,

Assistant Secretary for Marketing and Transportation, Vern F. Highley, AMS Administrator, and Eddie Kimbrell, Deputy Administrator for Commodity Services.

Among foods sampled were chicken patties, fried chicken, turkey roast, ground beef patties, canned beef in natural juices, canned pork, fruits and vegetables, fruit juices, cheese and peanuts.

Betsy Crosby, a home economist with AMS' Poultry Division, and one of the organizers says

the sessions "offer the opportunity for representatives to not only see and taste their own industries' foods but also to sample other commodities used in the feeding program."

Other division participants were Barbara Cope and Sue Ratliffe, Livestock, Meat, Grain and Seed Division; Steve Rayner, Fruit and Vegetable Division and Roland Golden, Dairy Division.

AMS currently purchases about 60 separate food commodities.



H. Connor Kennett, Poultry Division director describes some of the poultry products purchased by USDA as Administrator Highley samples chicken patties.



Administrator Highley samples a canned meat product as Deputy Administrator Eddie Kimbrell looks on.

FMD EMPLOYEE RECEIVES AWARD

Margo L. Grant, a budget analyst with USDA's Financial Management Division in Washington, D.C., was recently awarded a certificate of merit and cash award by Vern F. Highley, AMS' Administrator. Grant received the award for her "skill and determination in analyzing and negotiating a \$533,000 reduction in Departmental charges to AMS in FY 82"

Congratulations to Margo for a job well done!



PROGRAM ROUNDUP

Beef Grade Proposal --

The USDA proposal to revise beef carcass and slaughter cattle grade standards was withdrawn Sept. 22. John Ford, deputy assistant secretary for marketing and inspection services, said that, "The common denominator of the more than 4,000 comments received was a strong perception that the proposed changes would reduce quality in beef, leading to consumer confusion and possibly even a lessened demand for beef." He said the concern of what impact this perception of lowered quality would have on the total beef industry was a major consideration in USDA's decision to withdraw the proposal.

Potato R&P Hearing

Slated -- A public hearing was held on Sept. 28

in Denver, Colo., to consider a proposal from the Potato Board to increase the maximum rate of assessment on potatoes handled. The board administers the producer-sponsored research and promotion program for potatoes which is financed through assessments. Research and promotion projects are designed to increase consumption and expand domestic and foreign markets for potatoes.

Lamb Grades Amended --

Changes in the official U.S. standards for grades of lamb, yearling mutton and mutton carcasses went into effect Oct. 17. The changes allow carcasses with only one break joint--rather than two--to be classed as lamb if other maturity characteristics are typical of lamb. Feathering streaks

of fat between the ribs, will be dropped as a quality factor. The quality grade will be based on flank fat streakings in relation to maturity, with a minimum of firmness specified for each grade.

Lemon Hearing Held --

Growers, handlers and consumers had a chance to testify on proposed amendments to the marketing order for lemons grown in California and Arizona at a public hearing held on Sept. 15 in Los Angeles. The proposed change would permit handlers the option of including lemons on the tree in the calculation of the weekly prorates. Currently the prorates are based on lemons which are picked and delivered to handlers.

PERSONNEL ACTIONS

COTTON DIVISION

RETIREMENTS

Mary M. Collier,
statistical assistant,
Memphis, Tenn.

PROMOTIONS

Jennifer C. Griffith,
supervisory clerk-typist,
Greenwood, Miss.

DAIRY DIVISION

RETIREMENTS

George A. Griffin,
Louisville, Ky.; Virginia
T. Hahn, St. Louis, Mo.;
Helen R. Kelley,
Phoenix, Ariz.; Martha V.
Vanover, Chicago, Ill.;
Gerbert D. White, New
England, Conn.; Thomas R.
Wilson, Oregon, Wash.,
Rudolph Weiss, New York,
N.Y.

WELCOMES

Carol A. Cullinane,
administrative assistant,
Alexandria, Va.; Edward
J. Dillon, auditor-
trainee, Chicago, Ill.;
Paul R. Frohan, auditor-
trainee, Chicago, Ill.;
Susan K. Oechsle,
auditor-trainee, Chicago,
Ill.; Donald W. Stevens,
auditor-trainee, Ohio
Valley, Ohio; Jerry L.
Birch, auditor, Oregon,
Wash.; Joseph W. Young-
blood, milk sampler
tester, Oregon, Wash.;
Shelley R. Smith, milk
sampler tester, St.
Louis, Mo.; Donna Dover,
administrative officer,
Washington, D.C.; Sheila
Smith, clerk-steno,
Washington, D.C.

FRUIT & VEGETABLE DIVISION

RETIREMENTS

Edward Hoyt, agricultural
commodity grader, Fresno,
Calif.; Edmund Peterson,
agricultural commodity
grader, Fresno, Calif.;
Ray Kearl, agricultural
commodity grader, Yakima,
Wash.

WELCOMES

Larry Brockman,
agricultural commodity
grader, Stockton, Calif.;
Clifford Halverson,
agricultural commodity
grader, Stockton, Calif.;
June Share, clerk-typist,
Stockton, Calif.; Mildred
Bolding, clerk-typist,
Stockton, Calif.; Joe
Conner, agricultural
commodity grader, Fresno,
Calif.; Alex Panoo,
agricultural commodity
grader, Stockton, Calif.;
Charles Ubick,
agricultural commodity
grader, Stockton, Calif.,
Matt Korpela,
agricultural commodity
grader, Stockton, Calif.

PROMOTIONS

Piper Pool, agricultural
commodity grader,
Stockton, Calif.; John
Lewis, agricultural
commodity grader,
Sunnyvale, Calif.;
Deborah Nelson,
agricultural commodity
grader San Jose, Calif.

TRANSFERS

Charles Pacheco,
agricultural commodity
grader, Los Angeles,
Calif., to Philadelphia,
Pa.

RESIGNED

Aaron Goorigian,
agricultural commodity
grader, Fresno, Calif.;
Mary Aucutt, clerk-
typist, Stockton, Calif.;
Coraleta Rogers, clerk-
typist, Stockton, Calif.

LIVESTOCK, MEAT, GRAIN & SEED DIVISION

RETIREMENTS

Thearl Essig, Jr; acg,
Coffeyville, Kans.; John
Miller, livestock market
reporter, Chicago, Ill.;
Thomas Purnell, acg,
Omaha, Neb.

PROMOTIONS

Janet Opalka, acg,
Washington, D.C.; Sam
Wooten, livestock market
reporter, Nashville,
Tenn.; Betty Schroedel,
secretary, Washington,
D.C.

REASSIGNMENTS

Mark Linstedt, livestock
& grain market reporter,
Indianapolis, Ind., to N.
Brunswick, N.J.; Lowell
Serfling, livestock &
grain market reporter,
Denver, Colo. to
Portland, Ore.; Eileen
Broomell, supervisory
meat grader, Green Bay,
Wis., to Bell, Calif.;
Margaret Reahl, acg,
Wyalusing, Pa., to
Washington, D.C.; Robert
Stern, supervisory meat
grader, Cincinnati, Ohio,
to Grand Isle, Neb.

TRANSFERS

Violet Hall, clerk-
typist, Washington, D.C.;

Ann Wieman, clerk-typist, Beltsville, Md.; Shirley Galusky, secretary, Beltsville, Md.

WELCOMES

Donna Margelos, secretary, Washington, D.C.; Betty Weston, clerk-typist, Atlanta, Ga.; Deborah Guido, clerk-typist, Washington, D.C.; Dion Sigstad, program assistant, Denver, Colo.; April Scott, clerk-typist, Princeton, N.J.; Denise Menchin, clerk-typist, Princeton, N.J.

EMPLOYEE SUGGESTIONS

Carol Brock, program assistant, Amarillo, Tex.; Donald Young, acg, Omaha, Neb.; B. Andrew Murray, acg, Denver, Colo.; Harold Laswell, seed marketing specialist, Washington, D.C.

POULTRY DIVISION

Agricultural Commodity Graders (acg)

WELCOMES

Donald Camper, Ramona, Calif.; Karen L. Marthaler, Detroit Lakes, Minn.; Abel Mattoon, Moorpark, Calif.; Johnnie McInnis, Norco, Calif.; Willard F. Stehley, Rochester, Minn.

PROMOTIONS

Celia J. Nix, poultry market reporter, Kansas City, Mo.; Larry W. Prichard, poultry market reporter, Atlanta, Ga.; Ponie Sistrunk, market

reporter assistant, Los Angeles, Calif.; Jack V. Smith, acg, Los Angeles, Calif.; Norbert A. Steneck, acg, Chicago, Ill.

REASSIGNMENTS

Faye L. Burchard, secretary, Washington, D.C. from Commodity Procurement Branch to Office of the Director: Annie C. Griffith, acg, from Jackson to Edwards, Miss.; Robert J. King, acg, from Collins to Edwards, Miss.; Enrique L. Medina, acg, from Auburn to Moulton, Ala.; Billy L. Payne, acg, from Dryden, N.Y., to Heidlersburg, Pa.; Edward M. Williams, acg, from Gower to St. Joseph, Mo.

RETIREMENTS

Mirther Patrick, acg, Buhler, Kans.; Norman Swerdel, acg, Lakewood, N.J.

SEPARATIONS

Roy H. Anstine, poultry market reporter, Pittsburgh, Pa.; Joan M. Huth, clerk-typist, Pittsburgh, Pa.; Frank F. Fee, acg, Warsaw, Ind.; Florence C. Gould, acg, Harlan, Iowa; Allison M. Rink, clerk-typist, Washington, D.C.; Keith G. Salmi, supervisory acg, Jacksonville, Fla.; Daniel Thompson, acg, Chattanooga, Tenn.; Douglas Tillman, acg, Turlock, Calif.; Griffie H. Tolliver, acg, Sedalia, Mo.

DEATHS

Welson R. Fahrney, acg, Millsboro, Del.

TOBACCO DIVISION

WELCOMES-ACG's Raleigh, N.C.

Troy Bryd, Jr.; Elwood M. Blackwell; Edgar R. Cullipher; Harley G. Edwards; Howard W. Flora; Hubert Godwin; Charles L. Harper; A. R. Hicks, Jr.; Lee V. Hunt; Paul W. Lassiter, III.; Phillip H. McMillian; H. Kevin Moore; Terry Q. Norris; Marlene M. Taylor; Terry G. Walker; Gary W. Wheeler; Jeffery C. Clayton; Steven W. Cotton; Mary A. Dickerson; T. E. H. Edmunds; Robert G. Garris; John R. Graham; Ricky S. Harrison; Moyal H. Hubbard; Nita M. Jackson; Faye J. Lewis; Charles D. Mills; Elizabeth I. Narofsky; Lloyd K. Ransom; Jacquelyn H. Tuttle; Charles W. Weaver; Charlene M. Windham.

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